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**Treasury admits
concern
over VAT**

**Advertisement:
"error of
judgement"**

**Beecham
chemists'
supplement**



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CHEMIST & DRUGGIST

113th year of publication Vol. 198 No. 4820

The newsweekly for pharmacy

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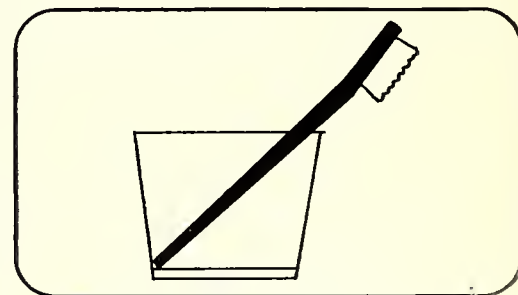
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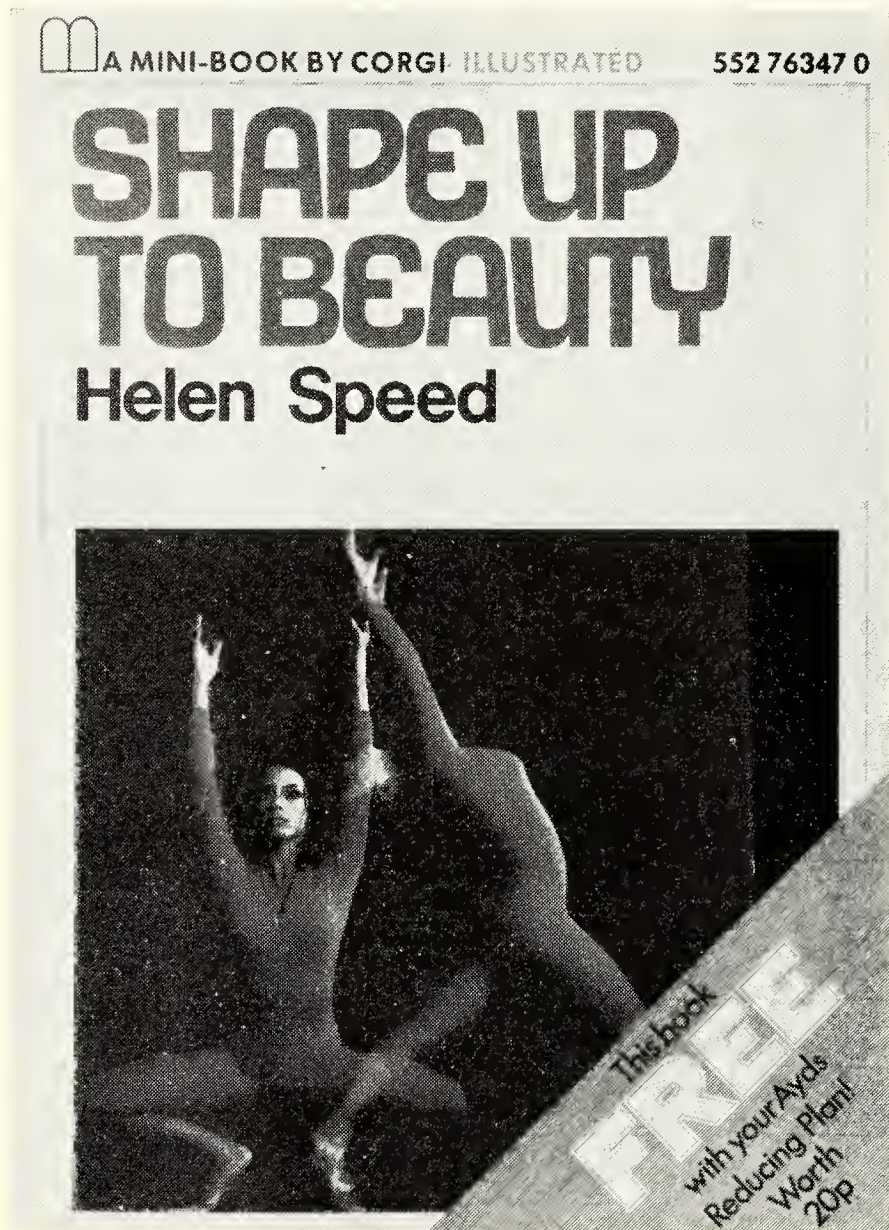
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ANOTHER GREAT OFFER FROM AYDS

Professional fee and container allowance up

An increase in NHS remuneration has been secured by the Central NHS (Chemist Contractors) Committee.

From August 1 the professional fee per prescription will be increased by 2p (=13 per cent), from 15p to 17p, and the container allowance per prescription will be increased to 1p.

A new claim for a further increase in remuneration is being formulated by the Committee and its advisers.

Negram patent infringement claim

C. H. Beck Ltd, Upper Clapton Road, Clapton, London, and C.H.B. (Aerosols) Ltd., St Paul's Churchyard, London were banned temporarily in the High Court on Monday from exporting the drug Negram.

The injunction, until trial of an action for infringement of patent, was granted to the plaintiffs, Sterling Drug Inc, New York, the patentees, who asked for the Beck companies to be restrained from selling the drug or offering it for sale unless they accepted a condition that it could not be exported.

Mr G. Paterson, for Sterling, said that the breach of the conditions of sale was found when Mr Beck gave evidence in Dutch patent proceedings. Mr Justice Graham said that a letter to Beck and an invoice were sufficient notice that the drug which they bought was not to be sold outside Britain.

Mr A. Turner, for Beck, said that the order should end with the words "for so long as such condition is imposed by the patentees". The judge incorporated these words in the injunction.

Discount store fined

At Leicester City magistrates' court, Brierleys Ltd, with a discount supermarket in Belgrave Gate, Leicester, were fined £50 on each of two charges of selling codeine phosphate and lobeline sulphate and £5 on each of six other charges relating to the sale of the two poisons when a registered pharmacist was not present; selling from premises not

registered for the purpose and failing to put their name and address on the packets. They were also fined £5 for failing to display an early-closing day notice and £5 for failing to close on early-closing day. An order for payment of £25 costs was also made. Defending solicitor entered pleas of guilty to all the charges and apologised on behalf of the company.

Glaxo wins case in India

The decision of the customs authorities in India to debit the import licences of Glaxo Laboratories (India) Ltd, by the assessable value of their imports of griseofulvin instead of by their invoice cif value was quashed by the Bombay High Court. The judge allowed a petition by the company challenging the decision as being illegal and void.

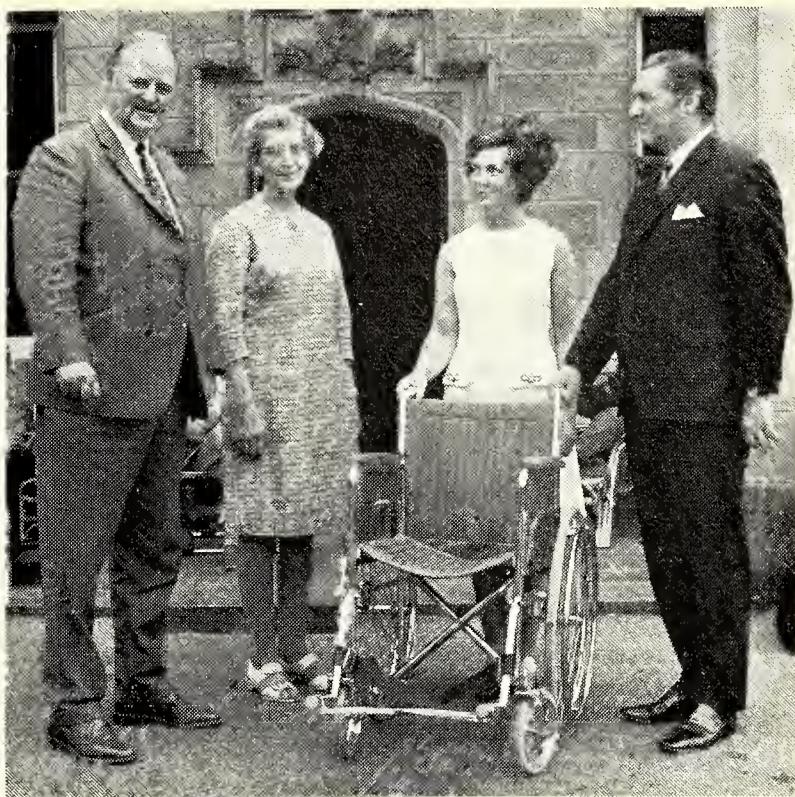
In the opinion of the court the concept of valuation of goods for the purpose of assessing duty was distinct from the question of valuation of goods for the purpose of importation.

For the petitioners it was said that until the imposition of import restrictions in 1965, they imported the griseofulvin at the cif value calculated at £25.50 per kg fob plus insurance and freight. Thereafter the UK associate took a policy decision to charge the Indian company a specially reduced price of £11 per kg. Nevertheless the petitioners continued to pay duty on these imports at the export price to other countries at £25.50 per kg.

It was the petitioners' contention that the invoice cif value of the goods alone was relevant for debiting the import licences.

"Cashless society" on the way

Retail pharmacies are unlikely customers for new electronic cash registers which eventually could lead to the "cashless society" where the customer



Birdsgrove House recently received a wheelchair, the gift of the Sheffield branch of J. H. Haywood Ltd and its parent, Barclay & Sons Ltd. Shown here are Mr D. E. Sparshott, chairman of the Pharmaceutical Society's Management Committee, and Miss P. M. Hurd, the warden, who accepted the chair from Mrs D. Patterson, manager of Haywood's Sheffield branch, and Mr Stewart Ritchie, director, Barclay & Sons

will pay for purchases by inserting his own electronically-coded card into a computer terminal at every point of sale.

According to a report "Electronics at the point of sale", this year will see the first British orders for electronic cash registers and although it will take many years, if not decades, for their full impact to be felt, the significance of this development for both retailers and the consumers is immense.

It is suggested that chemists may find the supermarket checkout type more appropriate eventually.

The electronic registers will also provide the missing link between what is happening on the sales floor and the com-

puter sited in the back office.

The report is published by Ovum Ltd, 22 Gray's Inn Road, London WC1.

Shampoos and bath products

The German Society for Cosmetology is to hold a symposium with the central theme "Shampoos and Foam Bath Products" next year from May 10-13 at the Kurhotel, Bad Pyrmont, southwest Hanover. It will be run along similar lines to the first international symposium held at the same venue last year. The programme will be announced later. Inquiries should be sent to the organisation committee c/o G. A. Nowak, D-345 Holzminden, West Germany, Dr Leymann-Weg 12,

Keele Conference

The British Pharmaceutical Conference at Keele in September will have a truly international flavour. Among the 550 members who have applied to attend are some from United States, Beirut, Australia, New Zealand, Switzerland, Germany, France and Denmark.

An unusual feature at the conference is the fact that for three functions, the banquet, ball and barbecue, the organisers can cope with up to 1,000. They have therefore arranged that members of local branches

who are unable to attend the conference but wish to attend those events may do so on applying to the Conference Secretary, Mr P. Taylor, 48 Paris Avenue, Westlands, Newcastle, Staffs. ST5 2RQ.

The cost of tickets are as follows: barbecue £1, banquet £4.60, ball £3.

The organisers are requesting members, who have not already done so, to return their cards indicating their mode of transport in order that meeting arrangements can be made.

Treasury admits retailers' are concerned over Value added tax

A Treasury official admitted last week that the prospect of value added tax was worrying many retailers. Addressing a meeting in Sheffield Mr Patrick Jenkin, Chief Secretary to the Treasury, said the Customs and Excise had had perhaps, more representations on the topic of tax paid stocks than on any other single issue since the VAT Green Paper had been published last year.

The government had opted for a combination of measures he said, an extension of sale-or-return procedures and an end to purchase tax a short while before the start of VAT.

However, it was prepared to examine any reasonable scheme for the use of sale-or-return methods by individual trades. One possibility would be based on identification of containers rather than individual items—for example, unopened cartons of products where it would be impracticable to identify individual items.

This would mean, he explained, that unopened containers could be held tax-free in retail premises and the goods would become adopted, and purchase tax become due, on the breaking bulk. The government believed that acceptable schemes of this sort could be worked out for some trades where the tax pause did not provide adequate relief.

Mr Jenkin said the government was anxious to be as helpful as possible and that Customs and Excise would shortly publish "a mass of detailed information" about VAT.

Consortium view

Earlier the Retail Consortium issued a statement which said that the ending of purchase tax a short while before value added tax began (the so-called tax pause) could not solve the problem in the case of many goods. Indeed, it would actually "create many problems of its own". Sale or return schemes would provide the only real safeguard for the greatest part of the retail trade, the Consortium claimed.

They added: "At this very moment the Government is proposing to make new regulations

which would considerably increase the difficulty of using sale or return schemes as compared with the conditions in force up to now. The result would be to put them effectively beyond the reach of the greatest part of the retail trade."

The Retail Consortium is asking that there should be no interference with sale or return arrangements as they have been available in practice for many years past; and that the proposed new regulations should not be made.

VAT courses for management

NCR will be running a number of one-day courses in the autumn, especially for the small retail business, on the implications of the value added tax and how it can be implemented with the least upheaval to the business. The courses will normally be held at NCR's Greenford Education Centre but requests for courses in provincial towns or even in-house will be welcomed.

Details from: The Registrar, NCR Education Centre, 309 Ruislip Road East, Greenford, Middlesex.

Oral diabetic drugs to carry warning label

Oral hypoglycaemic drug containers are to carry a "specific warning" in America. The US Food and Drug Administration recently ordered that the following statement should be placed on manufacturers' labels: "Diet and reduction of excess weight are the foundations of initial therapy of diabetes mellitus. When the disease is adequately controlled by these measures, no hypoglycaemic drug therapy is indicated."

Because of the apparent increased cardiovascular hazard associated with oral hypoglycaemic agents, they are indicated in adult-onset, non-ketotic diabetes mellitus only when the condition cannot be adequately con-



Mr Charles Greig of the Ian M. Mackenzie Pharmacy in Abbotswell Crescent, Aberdeen, receives his £100 cheque for winning the Yardley Mini Spray Display Competition (Chemists Northern Area). Presenting the cheque is Mr Robert Jardine, Yardley regional manager, and in the background is Mr Jim Loughlin, the local representative. Mr Greig took a course in display at night school and has enjoyed entering competitions ever since

trolled by diet and reduction of excess weight alone, and when, in the judgement of the physician, insulin cannot be employed because of patient difficulties.

Forecasting glass container demands

A new system of forecasting for glass container users has been proposed by the Glass Manufacturers Federation. By providing glass manufacturers with a three month "rolling" forecast in addition to the annual forecast, says the GMF, bottlers can increase the industry's efficiency.

The three month "rolling" forecast, which is fully explained in a GMF publication, "Ordering of Glass Containers" requires the bottler to do three things after the middle of each month: confirm his estimate for the next month, confirm or amend that for the second month and provide an estimate for the third month.

If at any time the annual forecast figures, provided by September the year before, look as though they have been over—or under—estimated, a revised schedule is to be supplied to the bottle manufacturer.

The leaflet is free from the glass container manufacturers or the Federation, 16 Portland Place, London W1N 4BH. The glass container industry's fundamental difficulty—of balancing supply and demand, lies in the sharp difference between the physical abilities of the bottle maker and the bottler in adjusting to changes in market demand. The new system should alleviate this problem.

Glass production entails the manufacturer keeping his furnaces going at a constant rate which can only be varied with great disruption and at a considerable cost. The bottler, on the other hand, can alter the flow of his bottling and filling lines at short notice and with little interruption.

A & H adopt Flextime system of working

Some time ago Allen & Hanburys Ltd at Ware, Herts, have been examining a system of flexible working hours which promises revolutionary changes in the traditional work pattern for industrial staff in many fields.

The company's experiment at their Ware factory with Flextime, as the system is known, proved so successful after the initial three months that it is being continued indefinitely.

The company say that more time is needed before a full assessment can be made but already many advantages are evident. A & H have proved that the system will work in a production area in addition to its being suitable for office staff.

They believe that operated on a large scale throughout industry, flexible working hours could play an important part in the advancement of management and staff relations. With its greater freedom in the choice of starting and finishing times at work, the system might even reduce some of the pressure of the present rush hour travel to and from work.

MRC seeks liaison with the industry

The Medical Research Council wishes to increase its collaboration with the pharmaceutical industry. The Council states in its annual report published this week that it has decided to introduce further arrangements to that end:

□ The Council is now willing to consider proposals put forward by pharmaceutical firms for collaborative work—previously such projects rested on the MRC's own initiative.

□ The MRC is now prepared in appropriate circumstances to place contracts for the supply, in quantity, of substances required for its research work—this arrangement supplements the existing scheme of research and development contracts.

□ Directors of Council establishments are now authorised to undertake, at the cost of an industrial company, investigations of the clinical pharmacological aspects of a new drug devised by that company.

□ To encourage greater co-operation at an informal level

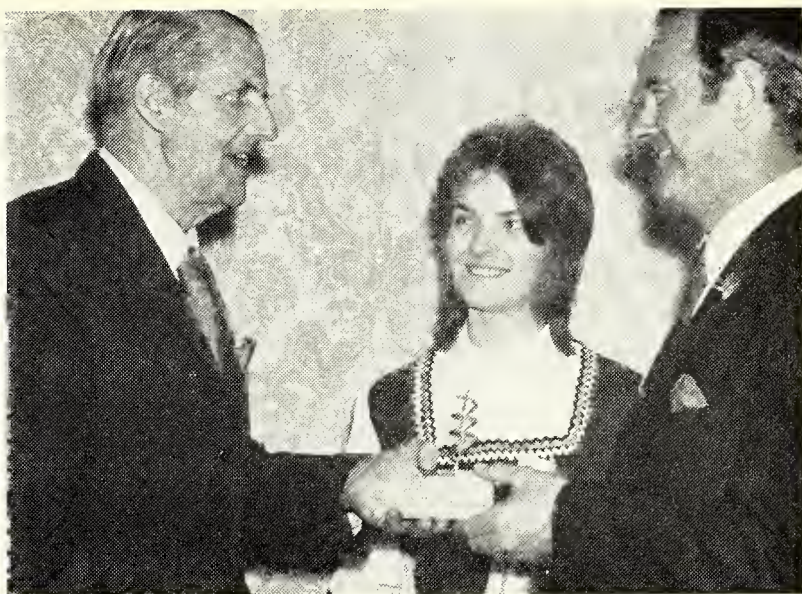
between industry and its research staff, the Council states it will be glad to consider the attachment of visiting workers from industry to its establishments—the MRC has already introduced a scheme to enable members of its staff to act as consultants to the industry. (MRC annual report. HM Stationery Office. £0.90.)

Journalist awards

The first Ortho Medical Journalism Award was recently presented by Mr A. J. North, managing director of Ortho Pharmaceutical Ltd at the Polygon Hotel, Southampton.

The recipient, Mr John Prince, formerly of **Daily Telegraph**, also received a cheque for £500.

Mr Prince, who retired earlier this year, was described as: "the first journalist who managed to penetrate the world of medical politics, and



John Prince, former health services correspondent of the Daily Telegraph receives the Ortho Medical Journalism Award Trophy from Mr A. J. North, Managing Director of Ortho Pharmaceutical Ltd. Miss Alison Purvis (centre) of the Evening Post & Chronicle, Wigan, received a special prize

to report the political decisions doctors were making amongst themselves" to the public.

Miss Alison Purvis, a 23-year-old reporter on **Evening Post & Chronicle**, Wigan, was presented with £100. Her award, a special one, was for two series of articles she wrote on heart disease and cancer.

Irish news

Co-opted to Society's Council

Mr James Francis Brady, The Diamond, Donegal, was co-opted to the Council of the Pharmaceutical Society of Ireland at its July meeting in Dublin to replace Mr Vincent G. McElwee who had resigned for business and personal reasons.

The president, Mr R. J. Power, proposing Mr Brady, said the procedure normally adopted in co-options was that pharmacists in the area where the vacancy arose were consulted on whom they thought the most suitable persons to be appointed. It gave him pleasure to put forward Mr Brady who was an active pharmacist in the North-western area. He was satisfied Mr Brady would have much to contribute to the activities of the Council.

Mr Tom Guckian, seconding, said that Mr Brady was a prominent member of Donegal Pharmacists' Association. Donegal had been the first county in which dispensing by community pharmacists for the lower income group had been implemented and Mr Brady had played a part in helping to bring this about.

Mr Brady qualified as a

pharmacist in 1945, serving his time with the late Mr T. J. Bourke, of Cavan.

After qualifying, he worked in Cork, Dublin city and Mohill before opening his own pharmacy in Donegal. He first became interested in the problems of "grass roots" pharmacy in 1950 when the Donegal Chemists' Association was formed and he acted for a time as secretary, later taking over the office of chairman for two terms. He has been an effective member of the North-western regional committee for some years. Married with eight children, ranging from 21 to 8 years.

His eldest son, Patrick Joseph, holds the BSc Pharm degree.

Irish premises damaged

A bomb exploded in Botanic Avenue, Belfast on July 21, and the premises of the Pharmaceutical Society of Northern Ireland were damaged. The office of the Ulster Chemists' Association that are in the Society's house were mostly affected, the damage consisting mainly of broken windows. After clearing up and boarding up, work continued as usual.

The premises of an ex-president of the Pharmaceutical Society of Northern Ireland, Mr James Paul, Newry, were wrecked the previous day. His pharmacy is next to a post office and the terrorists left a bomb in a pram outside the post office. The pram was noticed and on examination was found to contain an explosive device. The occupants of the nearby premises were warned accordingly.

Enough light for 1,000 cities



Recently Metz Apparatewerke celebrated the production of their 2,500,000th Mecablitz photographic flash unit. Metz started the production of electronic flash units two decades ago and claim to be market leaders. The company point out that the production of 2½ million electronic flash units is clearly a record and if all Mecablitz units could be made to flash simultaneously, in the short span of 1/1000th second the enormous power of 100 million kilowatt would be released. That is enough power to light up 1000 cities of about half a million inhabitants each. 200 large power stations would be

needed to produce 100 million kilowatt. Metz were the first to use transistors in place of clumsy vibrators, they were the first to use rod-shaped flash tubes with tube-shaped reflectors—essential for the miniaturisation of portable units.

Metz marketed the first single-unit electronic flash in 1959, and in 1970 they established a further milestone in the history of flash photography by introducing the Telecomputer—a unit where the light transmission is automatically measured and adjusted.

Mecablitz are imported in the UK by J. J. Silber Ltd, 11 Northburgh Street, London EC1.



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1571

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(The Wellcome Foundation Ltd.) Dartford, Kent.

LAI

COMPANY NEWS

Boots maintain progress in first quarter

Addressing over 200 shareholders attending the annual general meeting of Boots Co Ltd in Nottingham last week, Mr W. R. Norman, chairman, said that the progress of the past year had been maintained in the first quarter of the current year. All their main subsidiaries had met their sales and profit budgets. Group sales in tax exclusive terms showed a higher percentage increase over the equivalent period of last year than to that period over the previous one.

Commenting on the findings of the Monopolies Commission's



Mr Willoughby Norman

report on the proposed Boots-Glaxo merger, (last week, p 113), Mr Norman said that the suggestion in the report that the incentives to Boots to widen the basis of their own research would be lost, were it to acquire Glaxo "is a view which my colleagues and I totally refute. It does seem that our very success in research, albeit from a relatively small base, has frustrated the successful conclusion of our hopes and plans. We are naturally extremely disappointed at this outcome but we will not let the setback weaken our determination to continue to develop our business along the lines we have been following".

Cyanamid-Lederle move to Gosport

Cyanamid of Great Britain Ltd and their subsidiary, Lederle Laboratories are completing the transfer of their Bush House, London, headquarters to new offices on the company's 30-acre site at Gosport, Hants, by the end of this month.

In addition to the new office block, production and laboratory facilities have been expanded. A new chemical manufacturing unit, with a 20m-lb capacity, recently came on stream.

At the end of the year a new fully integrated refinery catalyst manufacturing plant for the petroleum industry will also be ready.

A new £80,000 warehouse for pharmaceuticals, animal health products and sutures, with a streamlined "picking" system to speed order processing and dispatch, was opened in April.

From August 1, Cyanamid and Lederle will operate from Fareham Road, Gosport, Hants (tel.: Fareham (03292) 6131).

Sales profits record for Lilly

Eli Lilly & Co, Indianapolis, achieved record world-wide sales and earnings in the first six months of this year. Consolidated sales of approximately \$436.4 m were 17 per cent greater than in the comparable period in 1971. Each of the company's marketing areas—domestic pharmaceuticals, Elanco Products, International operations, and Elizabeth Arden—contributed to the sales gain. Income for the six months was an estimated \$65.9 m, an increase of 28 per cent.

Mr Eugene N. Beesley, chairman, said the results reflected continued improvement in operating efficiencies, increased demand in the agricultural market and acceptance of new and established products by the medical profession. However Mr Beesley warned that because of the seasonal nature of certain products, particularly in the agricultural field, the growth rate might not necessarily be indicative of results for the full year.

More from Gnome Photo

Group profits of Gnome Photographic Products Ltd advanced to £194,250 for the year to May 31 from £130,973 in the previous year. The dividend is raised from 25 per cent to 30 per cent.

Profit includes dividends and interest of £26,977 (£24,940) and profit on investments realisations



Mr Gustav Ahrens, managing director, Agfa-Gevaert Ltd, presenting to Mr Rees, Crowborough, tickets for two to attend the 1972 Olympic Games in Munich. Mr Rees won first prize in the company's international competition "Sport and Games in the World's Viewfinder" which attracted 27,682 entries

of £10,393 (£4,037). After tax of £73,041 (£49,161) the net profit is £121,209 (against £81,812).

Philip Harris increases profit

Group profit after tax of Philip Harris (Holdings) Ltd for the year ended March 31, was £197,534 (against £149,934 in previous year). Taxation charged was £137,642 (£111,800). Total dividend for year is £0.22 per share (against £0.20).

Sherman Chemicals move

To meet the increased demands for their products, Sherman Chemicals Ltd, Gillingham, Dorset, will shortly transfer its factory to their new 2½-acre site at Sandy, Beds. The offices will also be transferred to Edmonton Green, London N9. Messrs E. M. Owen and A. J. Hoy have been appointed directors. Mr B. M. O'Flanagan has been appointed secretary of their subsidiary company, Sherman Chemicals (Dorset) Ltd.

In brief

R. Weston (Chemists) Ltd: (Philadelphus Jeyes) has been transferred to bigger premises at 9 West Arcade, Bedford, from No 7. The company's branch at 16a Old Market Place, Grimsby, has been closed.

Gillette Co, Boston, USA: Net income in the three months ended June 30 1972 rose to \$16.64m, a 27 per cent increase over the second quarter of 1971. Consolidated net sales increased 21 per cent to \$205.97m over the same period last year.

Bell & Howell Co, Chicago: Net earnings rose from \$3.69m in the second quarter of 1971 to \$4.25m in the second quarter of this year. Quarterly sales were \$87.19m against \$80.67m in the second quarter of last year.

Merck Sharp & Dohme Ltd are to retain the trading title of their subsidiary, Thomas Morson & Son Ltd, when Morson cease trading in inorganic chemicals at the end of September. (Corrected note.)

Upjohn Co in the second quarter of the year earned \$12.7m on sales of \$130.1m. Last year's second quarter figures were \$10.4m and \$113.3m respectively.

Appointments

University of Glasgow: Gordon William Kirby, professor of organic chemistry at Loughborough University of Technology, has been appointed regius professor of chemistry in the University of Glasgow. He succeeds Professor R. A. Raphael who has held the chair since 1957 and who was recently appointed to the chair of organic chemistry, University of Cambridge.

United Glass Ltd: As a result of their increased responsibilities within the Distillers Co Ltd, Messrs C. R. S. Robertson and G. B. Murray have resigned from the board of United Glass. Mr Robertson will be succeeded as chairman of United Glass by Mr J. R. Cater who has been a member of that board since 1969. Messrs J. M. Connell and R. S. Temple have been appointed to the United Glass board by Distillers Co.



Seen with a Rolls-Royce full of Dentyne are (left to right) Mr K. Easthope, general manager of Lexmead Motors. Mr D. Henstock and Mr Freddie Truman (story below)

Chewing gum in a Rolls-Royce

Cricketer Mr Freddie Truman received 308 boxes of Dentyne chewing gum—the number of wickets he took during his Test career—on behalf of the Variety Club of Great Britain for Underprivileged and Handicapped Children.

The chewing gum, donated by Warner Lambert and presented in Manchester recently by group product manager, Mr David Henstock, was one of a series of events which began with a competition to guess the number of boxes which would fit into a 1972 Rolls-Royce Silver Shadow.

NEWS IN BRIEF

□ Retailers in central Chester are to be asked by Chester Corporation to vote if they would like to remain open six full days weekly outside the holiday season.

□ Purchase tax is expected to yield £1,315m in the current financial year. The recent reduced rates are estimated to "cost" the Exchequer £135m in 1972-73.

□ "The Fetus", the Reckitt & Colman film (*C&D*, February 5, p 166) which deals with chronic and acute situations where there is a high risk to the unborn baby, has been given a certificate of education commendation.

□ Indian Oil Corporation has contracted to import about 12,000 metric tons of base oils, used for the manufacture of medicinal and industrial products from Rumania.

□ Imports of pharmaceuticals into Mozambique from South Africa increased gradually from R139,625 (about £69,800) in 1965 to R478,000 (£240,000) in 1970, which would seem to indicate that South Africa is getting as much of the market as possible. In Mozambique there is a 15 per cent duty preference granted to Portuguese products for Government tenders.

□ No steps were being taken to assay the therapeutic efficacy of repeated doses of analgesics or antitussives given to NHS patients, said Sir Keith Joseph, Secretary of State for Health and Social Services, when replying to a Parliamentary question by Mr L Pavitt. Sir Keith pointed out that the Committee on the Safety of Drugs had regard to the likely long-term effect of medicinal products.

Topical reflections by Xrayser

Voracity of big business

At the time of making brief comment on the decision of the Monopolies Commission last week, I had not seen any of the details of the report itself—merely the stunned comments of the experts who contribute to the financial columns of the national Press. I see no reason to depart from what I wrote then. I referred recently to the submergence of a large number of wholesale and manufacturing houses, the survivors of which have ceased to take part in manufacture of any kind and have become merely distributors of products made elsewhere.

That Glaxo, who have indulged in a good deal of the ingestion in recent years, should now have become the pursued, is evidence of the extent of the voracity of big business in a modern world and I think the Commission was right in ruling the project as not being in the public interest. Indeed, they went further by declaring positively that the mergers "could be expected to operate against the public interest." But, then, the primary factor in any merger is hardly likely to be the interest of the public. There are usually other considerations. Pharmacists as a whole will not be greatly impressed by the arguments of the effects of such mergers on research and development.

On the other hand, the fears felt by many in connection with the transference to the Boots organisation of the distributive arm of Glaxo under the banner of Vestric, while dismissed as groundless by the Commission, were very real and perhaps more readily understood by the pharmacists concerned than by the members of the Commission. The differences in policy and outlook have been emphasised in relation to fundamental principles on more than one occasion in recent years when the Pharmaceutical Society and the Boots organisation have been at variance.

Security of employment

Another extremely important point to which you make reference in your editorial is the question of the atmosphere of security which must have loomed large in the minds of many people whose whole future has been in the balance for a long period while the giants were carrying on a Brobdingnagian replica of an afternoon at Sotheby's. And no matter what protestations are made or promises given as to future employment, in general large scale takeovers and mergers inevitably result in what are euphemistically described as "redundancies." And each redundancy means a family without a breadwinner, and a breadwinner with a sickening sense of failure. The phenomenon is not pharmaceutical alone—it is seen throughout all industry, and it is but a small step from private monopoly to nationalisation. Both are top-heavy, both are bureaucratic.

Making peppermint water

In these days of easy identification of bacteria I have often wondered how we have survived the risks we have taken over the years. I read with interest the findings of the Royal Free Hospital, London, on the subject of peppermint water. In my early days it was made by adding the oil to boiling water and shaking, filtering before use. But its addition to mixtures was made on a small scale in prescriptions which were extemporaneously prepared and seldom exceeded one week's supply.

PEOPLE

Mr W. H. Howarth, MPS, has been sworn-in to be a magistrate for Nottingham.

Mrs Constance Perris, FPS, Mayfield Road, Moseley, has been elected president of Birmingham Pharmaceutical Association. She is the first woman to hold the office since it was formed in 1847.

Mrs Perris, now in retail, was chief pharmacist at Birmingham Women's Hospital before her present position.

Sir George Godber, Chief Medical Officer of the Department of Health, has been awarded the Léon Bernard Medal and Prize by the World Health Assembly. The award was made for Sir George's 'outstanding contributions to the development of social medicine and international public health'.

Advertiser's announcement

CHEMISTS TOILETRY SUPPLEMENT

This supplement is the first of a series specially compiled for *Chemist & Druggist* by Beecham Products—Britain's foremost toiletry manufacturers.

It is designed to show not only the important part Beecham toiletry products play in the development of major markets but how the chemist may realise the maximum profit potential from retailing fast-moving Beecham brands.

Total retail sales of toiletry products are now in excess of £250 million and account for approximately 50 per cent of the total turnover through pharmacies. Five product groups constitute a large part of this market, namely—deodorants, shampoos, hairsprays, toothpastes and men's preparations.

Beecham Products' brands are strongly represented in each of these major sectors and offer important opportunities to chemists wishing to derive profit from these items.

Chemists hold a unique position in the market place. In addition to their NHS dispensing rôle they are expected by the public to make recommendations for treatments and products in a way that no other retailer is expected to do.

The forward-looking chemist is now re-assessing his trading relationship with other types of retailer in the High Street. Faced with heavy competitive pressures, it has become important for him to look critically at his retailing operations, so that he can give the best possible service to his customers whilst making healthy profits from sales.

With so many competing brands within the main product groups, the wise chemist will stock the products which provide him with the greatest coverage of the market, keeping to as few lines as possible. He knows it is both inefficient and unprofitable to occupy valuable shelf space with little known brands in the hope of the occasional sale.

Rationalising for profit

Stock rationalisation is the key therefore to greater turnover and profitability in the pharmacy. Rationalised stock-holding cuts out dead lines, freeing space for more profitable use.

By taking advantage of the larger manufacturers' quantity case-rates, the chemist can be competitive and offer attractive prices to the consumer. He therefore gains extra sales through stocking and promoting the fast-moving and heavily

advertised brand-leaders which deliver maximum turnover and profit.

In the five main market categories Beecham manufacture many of the major brands upon which the chemist depends. Macleans accounts for more than 18 per cent of toothpaste sales, Body Mist and Cool almost 15 per cent of deodorants; Brylcreem, Silvikrin and Pure Silvikrin nearly 29 per cent of men's hairdressings; Silvikrin Hair Spray more than 11 per cent of hairsprays; and in the shampoo market Silvikrin, New Bristows and Vosene together dominate with an up to 25 per cent share.

This supplement is designed to provide information of Beecham products in these five major markets, news of promotions and other important developments in these fields, and to review the progress of important new products introduced during the year.

New deodorants for fast growing market

During the past 5 years the deodorant market has expanded at a rate far exceeding that of any other market within the Health and Beauty Aids group and there is every justification to predict that this rapid growth will continue for at least the next four years.

In 1970 the value of the total market was £12.7 million and it is estimated that by 1975 it will have increased to that of approximately £23.3 million.

Chemists account for by far the greater part of total deodorant sales.

Beecham Products have long played an important role in the development of this market and it was the acknowledgement of clearly defined market trends revealed by extensive research, that prompted them to lay early plans for the consolidation of their position as number one deodorant manufacturer in this country.

A number of factors are responsible for this exceptional market growth but the most significant are undoubtedly (i) the increasing popularity of the more sophisticated aerosol applicator and (ii) the fact that more men are becoming heavy deodorant users.

Deodorant usage falls clearly into two basic categories:—

- (i) For the woman who requires a deodorant for her own personal use—that is, a deodorant which is absolutely effective and totally feminine in both appearance and perfume.
- (ii) For the woman who requires a deodorant not only for her own use but for her family and more especially for her husband. Again efficiency is a prime consideration and the perfume, whilst completely acceptable to her, must also be suitable for a man.

The two market sectors therefore, might be called (i) the "feminine" sector, and (ii) the "unisex" sector.

Whichever the sector, the consumer looks for the total reassurance of a product which combines both anti-perspirant and deodorant benefits.

These briefly were the factors taken into account by Beecham preparatory to the rationalisation of their deodorant range in the early part of the year.

The clear brand leader—Body Mist, relaunched in February 1971 with an anti-perspirant formula—fulfils the requirements in the "feminine" sector of the market exactly. With its attractive, feminine aerosol can, Body Mist's effective anti-perspirant/deodorant formula is the only brand to offer a choice of three different perfumes each giving the woman user complete protection and self assurance. Body Mist has everything in fact to ensure the brand's continued leadership in the "feminine" sector of the market.

In January this year Beecham launched Cool, a new product specifically formulated to fulfil precisely the require-





Cool effectively combines anti-perspirant and deodorant functions and is packed in attractive blue 4oz and 6oz aerosol cans. The pack has been specially designed to have powerful visual appeal to both men and women. It is also available in a unique square-sectioned roll-on following a similar design theme to that of the aerosol. Refill units are available for Cool Roll-on.

Again Beecham with characteristic confidence, having researched every aspect, are supporting both products with heavy advertising activity. Over £350,000 is being spent in their current television campaign, the impact of which is creating a consumer demand greater than the most optimistic forecasts.

In the context of Beecham's heavy advertising and promotional investment chemists stand to gain valuable profit from retailing these two deodorants in the high off-take summer months.

Another new Beecham product enjoying increasing success, is a sister product to Cool. Launched earlier this year, Cool Foot is a deodorant refresher for hot, tired feet and which acts effectively to prevent the development of the skin

Cool Foot is available in 6oz (130gm) aerosol cans at an RSP of 39p.



Since that time the total market has expanded to more than £25 million and



Macleans massive advertising, constant promotional activity coupled with the increasing public awareness of oral hygiene, present profit-conscious chemists with a unique opportunity to capitalise on Beecham's heavy investment. By fully utilising the extensive range of Macleans merchandising material and staging attractive and regular promotions, forward-looking chemists have already begun to claim back some of the valuable High Street toothpaste business which has been slipping away in recent years.

Going into millions of homes throughout the country, a series of new and exciting colour commercials which still retain the familiar "snow-scene" theme, use a dramatic "lightning flash" device to

Advertiser's announcement

emphasise Macleans new "Lightning Whitening" message.

Prior to the production of the new commercials, Beecham undertook an extensive research programme to assess consumer attitudes to their current advertising. The results clearly indicated an unqualified acceptance of the traditional "whiteness" promise. As a result of their findings, Macleans have strengthened even further this product property to stimulate constant heavy demand.

White Fluoride

There has been a definite and dramatic swing in public opinion where fluoride is concerned, and as competitive brands prepare to follow their lead, Beecham are taking steps to consolidate their position in the fluoride toothpaste market.

White Fluoride was the first brand to invest in a national advertising campaign. As sales increase, Beecham propose to play an important part in convincing the consumer of the clinical value of Macleans White Fluoride.

Their first step has been to launch a national campaign aimed at dentists with the specific intention of helping the chemist to enjoy the benefits of the expanding fluoride toothpaste market.

The campaign follows the success of a recent test operation conducted in the London area and is designed to supplement their already considerable £200,000 spending in the press on this brand alone.

Specially designed presentation displays containing samples of White Fluoride, 50 printed appointment cards and 50 explanatory leaflets, are being sent direct to most dental practitioners for distribution among their patients.

In terms easily understood by all age groups, the leaflet explains the benefits of using a fluoride-based toothpaste and, with the aid of simple illustrations, gives a step-by-step guide to dental care.

The project has already received an enthusiastic response from practitioners, prompting Beecham to predict a considerable upsurge in sales through chemists.

In anticipation of the increase in brand awareness and to attract additional customer interest, special display material, in keeping with the campaign theme, is being made available to all chemists.



The colourful counter dispensers are designed to accommodate Macleans White Fluoride and a supply of the leaflets.

Shampoos—New Bristows overall market-leader

Beecham have staged a number of exceptionally successful launches in recent years, but possibly the most outstanding was the introduction of the unique "Shampoo & Conditioner-In-One" from Bristows in January of this year.

Developed to meet a major market opportunity, Beecham's objective in formulating the new product was to offer users a shampoo which, in addition to providing a normal shampooing function, covered all the consumer requirements in the area of conditioning.

New Bristows not only offers, but fulfils a promise of benefits superior to those found in existing cosmetic shampoos.

With a choice of four variants, each one formulated to balance the conditioning system against the basic shampoo ingredient to suit different hair types—Normal, Dry, Greasy and Dandruff—each variant has a different colour and perfume in sympathy with its individual properties and function.

Introduced under the famous Bristow's brand name, Beecham predicted an overwhelming success for the new product, backing the project with a massive £500,000 advertising and promotional campaign.

Television commercials presenting the "double-head image" have generated immediate and lively consumer demand in chemist outlets throughout the country. Backed up with full-colour double and single page press advertisements and a wide-spread sampling operation through major women's magazines, the brand has quickly become accepted by the consumer as a top-quality shampoo with the added benefit of the all-important conditioning ingredients.

Planned marketing programme

The obvious potential of the new product and the heavyweight support it has received has prompted a quick reaction from retail chemists, many of whom have taken full advantage of attractive introductory terms to gain maximum profit from stocking the new brand. The extensive and powerful range of merchandising material is being widely used by chemists to stimulate additional interest at point-of-sale.

Recent reports indicate that the introduction of New Bristows has had a profound influence on the market. An AGB consumer survey conducted during two consecutive four-week periods ending 6th May and 3rd June reveals that whilst other new brands, launched at about the same time as Beecham's unique new shampoo declined in share, Bristows attained the position of overall brand leader. Trade audits carried out during Jan/Feb and March/April confirm the brand leadership position.



This achievement represents for Beecham the fulfilment of the first stage of a carefully planned marketing programme aimed to place the brand in a firm position in one of the most volatile of all Health and Beauty Aid markets.

Heavyweight support for Silvikrin New Naturals

The success for Bristows follows that of another Beecham shampoo range. Since their introduction Silvikrin Natural Shampoos have increased in popularity as has the fashion for the "natural" look.

The natural ingredients of the New Naturals shampoo range—Alpine herb, lemon and lime, almond oil and egg protein extract—are blended with Pure Silvikrin, a basic hair nutrient contained exclusively in Silvikrin shampoo. The brand enjoys a wide consumer acceptance in providing well-conditioned, naturally healthy and beautiful hair at a popular price.

The powerful promotional activity which quickly gained an important position for the brand is still firmly maintained. This is accompanied by complete dominance of shampoo advertising in the Press. Chemists' sales reflect the benefit of a six-month concentration of heavy press advertising for Silvikrin.

An entirely new and exciting series of full-colour whole page advertisements emphasises the special benefits offered by the product's "natural ingredients plus pure Silvikrin" formulation.

This heavy-weight campaign which represents part of an extra expenditure of 20 per cent in women's journals this year for Silvikrin, includes more than one

Advertiser's announcement



hundred full page colour advertisements in most of the popular women's journals and is aimed particularly at the heavy shampoo users—the 16-24 age group.

By far the biggest continuous campaign of its type in the history of *Woman's Own*, Silvikrin advertising will appear on no less than 27 pages on consecutive weeks between May 27 and November 5 this year.

Every week during this period an unprecedented number of *Woman's Own* readers will see one or other of the five whole-page Silvikrin advertisements. This coverage together with that of the other high-circulation journals, will provide the opportunity for 3½ million women in the 16-24 age bracket alone to see the campaign during the six-month period.

No other beauty product has ever mounted a similar campaign.

Silvikrin Shampoo sales increased considerably last year, but even greater backing this year will certainly see a strengthening of Silvikrin's already firm position amongst the shampoo brand leaders. This will result in a further substantial increase in profits for the chemist.

Vosene—established major medicated brand

Research has shown that almost 50 per cent of all women in the United Kingdom suffer from the scalp condition commonly called "dandruff". Of these, 10 per cent suffer from severe dandruff and consequently seek products with a "treatment" claim or use prescribed brands. The remainder look for a shampoo suitable for the whole family which will both prevent dandruff and keep their scalps clean and healthy. This is the area in which Vosene continues to dominate despite competitive activity from other manufacturers.

The brand's share of the "medicated" shampoo market, in which it enjoys an extraordinarily high degree of consumer loyalty, is no less than 30 per cent—twice that of its nearest competitor.

The active ingredient, SBU185, has been proven, both clinically and by increasing consumer demand, to be an effective combatant against the yeast organism which lives on the scalp and is believed to be a cause of dandruff.

It is with products such as Vosene that the chemist, in his capacity as a qualified pharmacist, is frequently called upon to advise his customer.

It is the dominant position which these

Hairsprays—Silvikrin, the ideal pharmacy line

The hairspray market can boast one of the most phenomenal growth rates of any toiletry market. Expanding at a rate of about 15 per cent every year for the last three years, the total value of the market has now reached a staggering £22 million.

The striking "Daisy" pack of the Silvikrin Hair Spray range is now a familiar sight in chemist outlets and, being seen by most women to fall quite clearly into a "cosmetic" category, it responds well to promotion in the professional environment of the pharmacy.

Complete range

The strength of Silvikrin's popularity is undoubtedly in providing a complete range of hairspray products the quality and price of which completely fulfil the needs of the widest possible sector of the hairspray market.

It is to these high-volume users—the 14-34 age group—that Beecham aim the now famous "Dandelion" television advertisements.

Beecham's past experience of the effectiveness of heavy consumer advertising has prompted them to increase their television advertising expenditure for Silvikrin Hair Spray this year by a massive 40 per cent. This clearly reflects the colossal growth of the hairspray market and confirms Beecham's confidence in its continuing rapid rate of expansion.

More than 70 per cent of all women use a hairspray, and given such a wide range of choice they will buy only a product which provides them with precisely the type of hair control they require. From research we see that the tendency is for them to select by "hair-types" rather than "hold" description and Silvikrin's three variants—for dry, greasy or normal hair—provide a formulation to satisfy all consumers needs.

In addition to Silvikrin's active television advertising schedule, a programme of powerful promotional activity gives maximum incentive in the pharmacy.

A recent and outstanding example of Silvikrin Hair Spray's appeal when on promotion, is a "25% Added Value" offer which was staged through April and May of this year.

As the trade became aware of the overwhelming demand created by the offer, repeated requests for additional supplies completely exhausted Beecham's reserve stocks.

three brands enjoy in the shampoo market which enables Beecham to support them with heavy advertising and lively consumer and trade promotions—both essential to generate heavy demand and maximum profit for the chemist.

These three leading brands, with nearly a quarter of all shampoo sales between them, considerably assist chemists in gaining excellent stock representation.

Ex-factory sales during the promotional period reached an unprecedented level.

However, many of the more progressive chemists realised the tremendous consumer attraction of the "Added Value" pack and foresaw the strong demand.

A small chemist shop in Glasgow for instance, normally ordering 4 dozen Silvikrin Hair Sprays, increased the "Added Value" pack order to no less than 51 dozen.

A wholesale chemist on the West Coast of Scotland with an average order for 150 dozen increased its "Added Value" order to 670 dozen.

From two Middlesbrough chemist shops the best ever promotion order was for 200 cases. Predicting success for the Silvikrin "Added Value" promotion, 400 cases were ordered.

Not only twice the number of the previous "best", but these cases sold out in half the time.

As a result of these outstanding results, Beecham's are offering chemists a second opportunity to profit from the success of a further "25% Added Value" promotion in August and September.

Again the offer applies to all three variants in both "economy" and "regular" size aerosols and chemists everywhere are being strongly advised to place early orders for sufficient stock to cover what Beecham confidently predict will be another big profit-winner in the pharmacy.

Beecham backing the chemist

A strong consumer demand for Beecham's top-quality toiletry products is being constantly generated by the massive weight of advertising placed behind its brands. This is the kind of support which can be provided by only a major manufacturer such as Beecham, and the profit-conscious chemist will stock only these fast-moving leading lines which allow him to maximise his return from products which by long tradition the consumer expects to find in the chemist's shop.

By taking full advantage of Beecham's lively promotional programme and making full use of the extensive range of merchandising material always available to the chemist, he is in addition able to compete effectively with his High Street neighbours.

THE COST OF A SMOOTH SKIN

Face creams and skin care products market

by Dr A. F. Deeson, MA PhD DSc

Definition of this market is not easy because many products have overlapping functions, which may be defined as:

- ☐ Cleansing—especially at night to remove make-up without recourse to soap and water
- ☐ Moisturising during the day—a light cream worn under make-up
- ☐ Moisturising at night—applied before retiring to keep the face smooth
- ☐ Toning—by using astringents

To cover these functions there are at least six different product categories:

1. Cold cleansing creams and lotions
2. Foundation creams, including untinted creams and vanishing creams which are more often used by older women
3. Skin foods—moisturisers and nourishing creams
4. General purpose creams, such as Nivea and Astral
5. Baby lotions and oils (it is estimated that 50-60 per cent of these products go onto mother's face rather than baby's bottom—and are also frequently used for protection against the sun, and as cleansers)
6. Astringents

Complications apart, this is certainly a large and thriving market, estimated by *Retail Business* to be worth £11 million in 1970 in its narrowest sense, ie, creams which are specially prepared for facial treatment, and more widely, between £15 and £20 million a year.

Shift in sales

Chemists have traditionally been the largest outlet for such products, but there has been a distinct and significant shift away of sales, particularly in volume sales. Because the market is large and is applicable to almost every woman customer, because it is vigorous, with a regular addition of new products well supported by advertising, it is well-worth making sure that your beauty counter is always ready with help and advice and that you stock a good selection of products in the main categories noted above. Grocers, supermarkets, variety stores, department stores and direct selling operations are your competitors.

It is worth bearing in mind, too, that this lively, innovating market has a volume growth, overall at around 4-5 per cent per annum. Some areas, such as moisturising creams, are growing faster, while foundation creams are probably static.

Well over 50 per cent of all women currently use a cleansing cream and over half of these use one daily. As one might expect, usage decreases with age and falling income. About 40 per cent of all women use a foundation cream—weighted towards older, upper social scale women. Skin foods, partly no doubt because of

price levels, are heavily weighted towards the ABC1 socio-economic categories—about 31 per cent of these classes. Main usage for such products is in the 25-44 age group.

All purpose creams are used by 60 per cent of all women with a significantly larger percentage of usage in the lower income groups.

An independent consumer purchasing survey carried out in January/February of this year showed the following market shares for a total market containing the major brands, but excluding skin creams and lotions sold door-to-door:

Nivea	20 per cent
Nulon	16 per cent
Oil of Ulay	15 per cent
Johnson & Johnson baby lotion	12 per cent
Pond's	11 per cent
Atrixio	9 per cent
Astral	6 per cent
Vaseline Intensive Care	6 per cent

Last year Gala Cosmetic Group commissioned a National Opinion Poll survey, asking all female users of skin care products which brands they "used regularly". The following were the percentage of women who used the major brands regularly:

Nivea	46 per cent
Pond's	22 per cent
Johnson & Johnson baby lotion	12 per cent
Astral	12 per cent

This makes an interesting comparison with the *Retail Business* survey of April 1972, which gave 26 per cent of the cleansing cream and lotions market to Ponds with 16 per cent to Boots and 12 per cent to Max Factor. In foundation creams and lotions Ponds had 24 per cent with Yardley 16 per cent and Boots 14 per cent. Endocil came out on top for skin creams with 22 per cent followed by Oil of Ulay 16 per cent and Avon 14 per cent.

Strength of Nivea

Of the all-purpose creams Nivea had about 60 per cent.

In the astringents Avon, Arden, Max Factor and Yardley were stated to all have around 10-15 per cent of the market.

Other important brands for cleansing cream were given as Avon, Anne French and Yardley; for foundation creams and lotions Coty, Max Factor and Avon; for skin foods Boots, Rubinstein, Lancome, and Yardley; and for all purpose creams, Astral.

On a rather different classification IPC *Marketing Manual* for 1971 suggested Nulon 18 per cent, Avon 14 per cent and Nivea 12 per cent for "hand creams and

lotions"; Pond's 20 per cent, Nivea 18 per cent, Johnsons 11 per cent and Avon 9 per cent for "cleansing/cold creams"; Avon 37 per cent and Boots 10 per cent for "moisturising lotions/creams"; and Nivea 27 per cent, Oil of Ulay 13 per cent and Avon 10 per cent for "skin foods".

This year Nivea may well strengthen its position still further by their introduction of Nivea Liquid, a light, non-greasy skin care lotion. The launch was by a special price offer pack. Nivea Cream has been on television and is currently being advertised in women's magazines and *TV Times*. There have been promotions for Harry Wheatcroft Rose Trees and money offer packs on the major sizes.

Although Revlon's name was absent from the *Retail Business* survey this year they are important in this field—and important to the chemist, too, because a major section of Revlon's franchisees are independent pharmaceutical outlets. Last year Revlon's turnover increased overall by 35 per cent.

The Revlon and Natural Wonder ranges (the latter for the younger market) are the most popular. Typical products are Natural Honey, a moisture lotion based on organic herbal products in the Revlon range and Touch and Glow Cream Make-up available in six colours, also in the Revlon range. Revlon find lotions far outsell creams.

Yardley attack

Yardley changed the packaging of four of their products recently, although the formulas stayed the same. These are: Beauty Magic; Vitamin skin cream; English complexion cream; and special dry skin cleansing cream.

Also this month two Lipids creams came onto the market from Yardley: a cream moisturiser and a cream cleanser. There was also a liquid skin freshener.

Packaging for the new range is outstanding. Yardley depart from the pale blue, silver and gold image and launch out with a modern, bold smoky grey pack. Both jars and bottles are ovoid, semi-translucent and streamlined, with logo and product name in gold block lettering.

Why lipids? Janet Lloyd, Yardley Group Marketing Manager, says: "Yardley have been experimenting with skin care formulations incorporating lipids for some years—ever since it was shown conclusively that the skin's natural oils, the lipids, were one of the major factors responsible for regulating the moisture level in the skin and keeping the skin soft and supple. Lipids are the natural sequel to conventional moisturisers. We're



Illustration courtesy Chesebrough-Pond's

launching these new items after exhaustive tests and with the confidence that we are much closer to understanding the complexities of total skin care."

A number of surveys indicate that Pond's, for many years brand leaders in this market, may have lost some ground over the past few years. But Lemon Cream, introduced last year and Lemon Cold Cream, introduced recently, may recover for them any sales they have lost.

Pond's Lemon Cold Cream is to be advertised heavily in the consumer Press. Both packs and advertising feature Maudie James, who is also on the point-of-sale material. The lemon fragrance has proved popular in the States and Chesebrough-Pond's hope it will receive a similar response here. Lemon Cold Cream is being launched to capture the younger market for cleansing creams. Pond's market research shows:

- ☐ One in 10 of all women use Pond's Cold Cream;
- ☐ One in five of all women who use skin cleansers also use a cold cream;
- ☐ Half of all women use a cleansing cream—the others soap and water.

The complete Pond's range is now: Pond's Cold Cream—the longest established product; Pond's Vanishing Cream—a non-sticky, absorbent cream which blots up oil during the day as it is exuded from the sebaceous glands; Pond's Lemon Cream, which was launched in the Spring of 1971 with medium weight promotion to the young market for vanishing cream. Chesebrough

Pond's say that its brand share is fluctuating; Dry Skin Cream, designed to keep the skin oil balance correct. User profile tends towards the older woman; Light Moisturiser, a pre-make-up cream (and now Pond's Lemon Cold Cream, formulated specially for girls with oily skins).

Over the past two years television advertising has been centred on the Cold Cream and the Light Moisturiser.

Another new product, launched in May this year, is Dewy Skin Lotion from Rimmel International, a preparation for dry skins for use before make-up. Dewy Skin is being promoted in Rimmel's full colour advertisements in *Vogue*, *Woman's Own*, *Woman's Weekly* and *Woman* and will be also incorporated in their "advice" advertisements on skin care.

And what advice can one give the chemist anxious to expand his share of the big market for creams and lotions?

To stock a representative selection of the brand leaders, in the various categories, obviously, but also to give the skin foods particular attention and to make sure that beauty counter assistants can talk about them intelligently to customers seeking advice.

How much emphasis is placed on these products depends, of course, on your area and level of customers but, being more expensive, they generally bring in better returns and are still very much the chemist's preserve, the only real competitors for this particular segment of the market being the departmental stores.

BUSINESS Q & A

I understand that VAT is to be based upon invoices. Does this mean that all my invoices must be sent to some tax office to get relief for VAT which I pay? This would be a monstrous task.

VAT is technically a tax upon supply. In order to obtain relief for tax paid it will be necessary to obtain a VAT invoice. The method adopted will be to complete a quarterly return of input and output taxes paid and received, the difference being paid over to or by—Customs and Excise. Invoices must be carefully filed and retained for three years to support relief claimed.

Pharmacists seem to fall into several categories for VAT purposes. Does this mean that my takings must now be analysed over these different categories please?

If it were possible to analyse your takings in this way this might be very desirable. It may not, however, be strictly necessary since it is expected that there will be a number of special schemes for retailers which will enable them to make returns based upon calculations of the various proportions of their inputs. Even so it appears likely that there will be considerable complications arising.

A pharmacist seems to be supplying goods which are zero rated for VAT when supplied on prescription. Other goods and sometimes even the same goods will be standard rate goods. There is a further complication in that the supply of pharmaceutical services (as opposed to goods) is exempt under the VAT legislation. How will all this affect records and returns of pharmacists?

Goods supplied to pharmacists will be charged with VAT. Where they are supplied by him or prescription he will charge no VAT and will, therefore, recover the VAT paid from the Customs and Excise. If he has any considerable service activity falling under the exempt category his chargeable inputs will probably be required to be apportioned accordingly. Detailed regulations are expected to be published in a few weeks.

Photo Notes

Paterson brochure

The latest Paterson brochure now available, is larger than previous issues and contains full details of the range of dark-room equipment, photochemicals, lighting equipment, transparency viewers and other items introduced recently. The cover and illustrations are in full colour. For a free copy, write to Johnsons of Hendon Ltd, Hendon Way, London NW4, indicating "Paterson brochure".

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TRADE NEWS

Brushes and compacts

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland, will be distributing from mid-August four new basic styles of Royal Sweden hairbrushes in a choice of black pure bristle (£2.50) in white and gold cartons, or with "an improved stiffer quality of the mixture containing bristle and synthetic fibre filling used before" (£1.35) in red and mauve packs.

The four main styles are a Ladies' and Men's club, for shorter hair, Ballerina for long, a Semi-radial twist, recommended for blow-drying and a Semi-radial styling brush for short curly styles. There will be two display merchandisers available for the range, a single-tiered version and a larger unit to be used either as a double-sided stand or single-sided with back-up stock.

Jackel will also be distributing from the beginning of September a new range of Stratton powder compacts under the Jacqueline label, which are priced between £0.79 and £4.50 and may be used with loose or compressed powder. A display unit holding 12 packs is available free with two dozen assorted compacts.

Wotan distribution

All trade distribution of Wotan projector lamps, flash bulbs and cubes in the UK is now being handled by Valiant Engineering Co, 20 Lettice Street, London SW6, under the control of newly appointed general sales manager, Mr Ron Pryor.

Food heater relaunch

S. Maw & Sons Ltd, Aldersgate House, New Barnet, Herts, are relaunching their baby bottle and food heater (£2.50), which is said to have an improved operating efficiency and style and has been modified to take either the slimline or wideneck bottle.

Aldactide in 500's

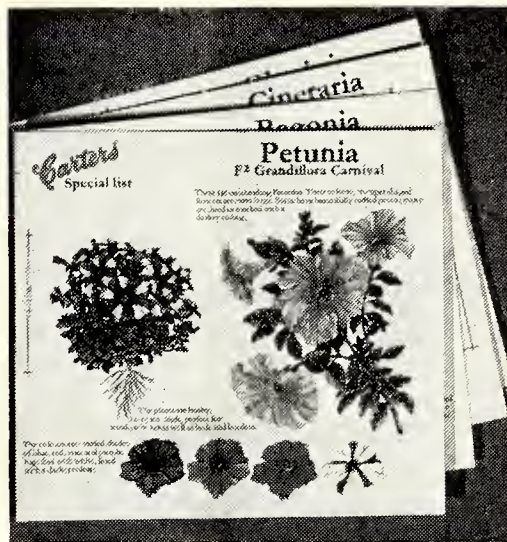
G. D. Searle & Co Ltd, Lane End Road, High Wycombe, Bucks, have introduced a 500 tablet pack size of Aldactide (trade price £16.85) in addition to the 40 and 100 packs.

Discontinued

Wander Ltd, 42 Upper Grosvenor Street, London W1X 0AL have discontinued Novesine (oxbruprocaine/benoxinate) 0.4 per cent solution and substance. The pack of 100 Aminacyl Sodium (Sodium Amino-salicylate B.P.) 1.5g cachets is also discontinued.

New look for seeds

Carters Tested Seeds Ltd, Lower Dee Mills, Llangollen, Denbighshire, have changed their seed packaging, to incorporate illustrations of the various plants as an incentive to the gardeners. In addition,



wherever possible, the design includes individual blooms to show the colour variations, and in all cases full instructions are given in terms which can be understood by the novice.

Purchase tax removed

Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs, have announced that the Customs and Excise have determined that purchase tax is not liable to be paid on their zinc, starch and talc dusting powder, which is presented in 170g drums (£0.12½).

Stratton mirrors

Now available from Stratton wholesalers are their Eye-View mirror, in a choice of eight designs, and their Mirror-Globe, which is of a semi-spherical shape and like the Eye-View is priced at £1.20. Distributors are Laughton & Sons Ltd, Birmingham B14 4RT.

Test purchasing service

Group 4 Store Detectives, Farncombe House, Broadway, Worcs, have launched a test purchasing service for shops. They define a test purchase as "one pair of test purchases carried out consecutively by two trained detectives at the same point of sale". Both detectives observe till procedures closely, and both note the till readings before and after their purchases. If there is any evidence of dishonesty the customer is telephoned immediately.

One litre Ivax

Boots Co Ltd, Thane Road West, Nottingham NG2 3AA are introducing a one-litre dispensing pack of Ivax (trade £2.95), in addition to the 200ml unit.

Payot's Amnioderm additions

Dr Payot's range of Amnioderm bath products is being extended with the introduction of a gel preparation for the shower (£2.35). It cleanses and softens the skin and is packed in a navy blue plastic tube with pouring funnel in the cap and a deodorant spray (£1.40) also in navy blue container and containing no alcohol. Both items are due on the counter in September from Payot Ltd, 139a New Bond Street, London W1.

Kemval own brand expansion

Unichem Ltd, Crown House, Morden, Surrey, have reported that initial sales of their first product to be introduced under the current policy of expansion for their own



brand, Kemval, have been highly satisfactory. The product is soft pleated cotton wood (£0.16) which comes in packs containing 13ft, nearly 5in wide and 1in thick. At present there are about 30 items in the range.

Depth Charge in sachets

Scott & Bowne Ltd, 50 Upper Brook Street, London W1, have launched their foam bath additive, Depth Charge, in one-application sachets (£0.10).

Change of capsule

DDSA Pharmaceuticals, 310 Old Brompton Road, London SW5 9JQ are withdrawing existing supplies of their green opaque Tropium 10 mg capsules.

The company are making available as a replacement two-tone green and white capsules, size number four. In all other respects the products will remain unchanged.

Home brew additions

Two new 'flavours' (£0.80)—a pale ale and a brown ale—have been added to the Tom Caxton home brew range, which already contains a bitter and lager kit.

Mr Nick Clarke, Reckitt & Colman's senior product manager on Tom Caxton explains: "We are extending the range as a result of extensive market research". Supplies are available from Reckitt & Colman Food Division, Carrow, Norwich,

Bonus offers

Antibiotics & Vitamins Ltd, Beresford Avenue, Wembley, Middlesex. Oralcer 26 invoiced as 24 (extended to August 31).

Potter & Clarke Ltd, 9 Wellesley Road, Croydon, CR9 3LP. Potter's catarrh pastilles. Special bonus from August 1. Details from the salesman or wholesalers.

William R. Warner & Co Ltd, Eastleigh, Hants SO5 3ZQ. Anusol cream. Introductory offer of 14 invoiced as 12. Acceptance of this bonus entitles the retailer to the same terms for any Anusol OTC product.

NEW PRODUCTS AND PACKS

Cosmetics end toiletries

Fontarel launches make-up

Fontarel are to introduce in October a range of make-up, presented in grey and white packaging with silver polka dots.

The collection will comprise foundation cream (£0.75) in a clear glass jar in light beige, medium beige and dark beige; translucent powder either loose (£0.95) or in a small white and silver compact (£0.60); cheeksticks (£0.45) in Versailles, providing a subtle pink shading, Marly, a rich brown/red, and Chantilly, a pink/red; roll-on waterproof mascara (£0.75) in black or brown; non-streaking cream eye shadow (£0.48) in a tube in Blue, Green, Parma, Mordore (pale brown), Dark Brown or Ivory; and lipstick (£0.55) in a silver case and available in a choice of 12 shades (Fontarel Ltd, Percival House, Pinner Road, Harrow, Middlesex HA1 4HQ).

Pickles foot care

J. Pickles and Sons are now marketing self-adhesive felt corn rings in a self sealing cellophane bag, packed in an attractive wallet (£0.12). There are nine corn rings to the wallet, and 30 wallets to the outer. Also introduced is ROP for corns, a composite pack consisting of one tube of Pickles ointment and six felt self-adhesive corn rings (£0.25). There are ten packs to the outer (J. Pickles and Sons, Pickles House, Church Lane, Knaresborough, Yorks).

Just lashes from Maybelline

Just Lashes are the name of the new range of false eyelashes from Maybelline (£0.49). There are three styles of the real hair



lashes, Teasers, Flutterbyes and Flappers, all of which are available in black or brown and are presented in cellophane sleeves (Maybelline Eye Cosmetics, Penarth Street, London SE15).

Insect repelling

Lon (UK) have introduced an insect repellent aerosol skin spray called Repelesect (£0.70) and are offering a bonus of 12 invoiced as 11 during the launch period (Lon (UK) Ltd, 61 Sloane Avenue, London SW3 3DM).

Quickies cologne

Associated Products are introducing Quickies Q.C. Cologne tissues (£0.22) in cartons of 12 instead of the usual 10 and recommend for instant cleansing of the face and hands (Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex).

Indian Summer fragrance

Houbigant are to launch to the public in September their Indian Summer fragrance, which will be available in 15cc eau de parfum (£0.45), 7.5g parfum spray (£1.60), 28g eau de toilette spray mist (£1.20), 70g Cologne spray (£2.20), 160cc Cologne (£3), 140g talc (£0.60) and 169g dusting powder (£1.75).

The introduction will be backed by full colour full page advertisements in **Honey**, **Cosmopolitan**, **19** and **She** between October and December in conjunction with the company's campaign for Chantilly and Quelques Fleurs in the same publications and **Vogue**, **TV Times** and the **Sunday Times Colour magazine**. There will also be bonus terms to the trade of an initial 5 loz spray mists free and discounts for sales of over £39 rrp value and point of sale material (Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey).

Hospital

Two dried culture media

Wellcome Reagents Ltd announce the introduction of two dried bacteriological culture media: Wellcotest Blood Agar Base and Wellcotest Nutrient Broth. Those join Sensitivity Test Agar to give a range of three dried culture media in addition to their range of ready prepared media.

Blood Agar Base is a general purpose medium suitable for the cultivation of both non-fastidious and fastidious micro-organisms. It is supplied in packs of 100g and 1 kilo.

Nutrient Broth (dried) has been specially formulated to support the growth of very small quantities of a wide variety of micro-organisms including the more fastidious pathogens. It is supplied in 100g jars.

To meet the requirements of the large user, Sensitivity Test Agar is now available in 1 kilo as well as 100g packs (Wellcome Reagents Ltd, Langley Court, Beckenham, Kent BR3 3BS).

Sundries

Tiffany tights

Three ranges of Tiffany tights are now available to the trade, all in one size up to 42in hip and in micromesh or run resist.

The Popular collection (£0.25 micro-

mesh, £0.27½ run resist) come in Honey, Caramel, and Sweet Pepper, the Classic (£0.32½ micromesh, £0.37½ run resist) in Candy, Brandy, Bronze, Carousel and Black and the Coloured (£0.30 micromesh, £0.32½ run resist) in Delft Blue, Lavender, Mahogany, Burgundy, Navy, Silver Grey, White and Cream. The Extra version for a 42in to 54in hip comes only in Honey and Coffee run resist (£0.45). The packs all incorporate see-through windows and are supplied with a self-service stand on free loan for initial orders of six dozen or more (Tiffany Tights Ltd, 3 Quex Road, London NW6).

Photographic

Paterson film clip

Paterson have now introduced a film clip (£0.18) which employs a unique method of holding the film. Two small stainless steel pins pierce the film cleanly by spring pressure holding it positively with no possibility of slipping, avoiding buckling, and also preventing water from being trapped between the jaws.

The Paterson clip is made of grey ABS plastic and the strong piercing action is provided by a moulded acetal resin spring. One side is extended to form a standard type hook for hanging and both sides have a matt panel on which processing data or film identity information may be pencilled. The cut-away shape of the jaws allows the edge of the film to be seen so that the pins can be accurately positioned on narrow rebates. The clip is also ideal for attaching to the bottom of films to hold them straight during drying. The clips are packed in sets of six on an attractive display card with perforations which allow each clip to be removed in its individual transparent blister (Paterson Products Ltd 32 Bedford Row, London WC1R 4JG).

Leaflet for Soligor auto lenses

Mayfair Photographic offer a range of built-in mount Automatic Soligor lenses. model. To this range has recently been added a 21mm ultra-wide angle and two new zoom lenses 90-190mm and 70-235 lenses. A leaflet gives full details including angle of view, filter size, closest focus, number of elements, magnification and recommended retail selling price. Supplies are available from (Mayfair Photographic Suppliers (London) Ltd, Hempstalls Lane, Newcastle, Staffs. ST5 0SW).

Carrying cases

Three hard-wearing camera carrying cases for maximum protection and ease of transport are available from Yashica. Finished in black with chromium-plated clip-lock, internal partitioning allows for storage not only of a camera, but of accessories and films.

The Yashica Electro 35 kit case (£10.54) accommodates the Electro 35 GS or GTS camera, auxiliary telephoto and wide-angle lenses plus viewfinder, grip and tripod ST7, filters lens hood, cable release and black soft leather ever-ready camera. The hinged drop-front allows easy access. The Yashica SE III case (£11.57) has the hinged drop-front

Continued on p. 142

Pain?

give them 20 per cent more and it won't hurt a bit

Relief from pain is stronger and swifter with Veganin because it contains 20 per cent more codeine than Tab.Codeine Co. Inclusion of aspirin and paracetamol, with no phenacetin in the formulation, provides an analgesic tablet you can confidently recommend.

Veganin

Each tablet contains:

aspirin 250 mg., paracetamol 250 mg., codeine phosphate 9.58 mg.

Full information is available on request

William R. Warner & Co. Ltd., Eastleigh, Hampshire. Telephone: Eastleigh 3131.



a chemist only product

and is for any of the Yashica cine cameras Super 800E, 600E, or 60E. The Yashica LD-6 case (£11.57) weighs 2lb 10oz. Besides the camera, extra film cartridges and accessories can be accommodated. In common with the other cases, there is a hinged drop-front to simplify storage and removal of equipment (Photax, Eastbourne, Sussex).

Household

Indoor insecticide

An insecticide designed for indoor plants has been introduced by Carters. Presented in a 4oz aerosol, Carters houseplant insecticide (£0.24) contains pyrethum and lindane to kill a number of pests including greenfly, aphids, leafhoppers and thrips, but is harmless to pets and humans (Carters Tested Seeds Ltd, Lower Dee Mills, Llangollen, Denbighshire).

PRESCRIPTION SPECIALITIES

SOLU-MEDRONE Mix-O-Vial

Manufacturer Upjohn Ltd, Fleming Way, Crawley, Sussex

Description Dry white crystalline powder and diluent in Mix-O-Vials containing methylprednisolone sodium succinate 40mg, 125mg or 500mg

Indications Where a rapid and intense corticosteroid effect is required

Contraindications Herpes simplex keratitis, acute psychoses, and latent healed, or active tuberculosis

Dosage The solution is suitable for intravenous, intramuscular and intra-rectal administration (see Data Sheet)

Precautions Those for the systemic use of corticosteroids

Notes For intravenous infusion the initial solution may be further diluted by the addition of water for injection, 5 per cent dextrose, isotonic saline or 5 per cent dextrose in isotonic saline

Shelf life Two years at room temperature. The prepared solution retains its potency over at least 48 hours at room temperature

Packs Of 40mg in 1ml (£0.50 trade), 125mg in 2ml (£1.50), 500mg in 7.7ml (£5)

Supply restrictions TSA

Issued July 1972

ANUSOL cream

Manufacturer William R. Warner & Co Ltd, Eastleigh, Hants SO5 3ZQ

Description White, water-miscible cream containing in 100g: zinc oxide 10.75g, bismuth oxide 2.14g, resorcinol 0.875g, balsam Peru 1.80g and benzylbenzoate 1.20g

Indications Palliative treatment of internal and external haemorrhoids, pruritus ani and other associated ano-rectal conditions

Contraindications History of sensitivity to any of the constituents of Anusol

Method of use To be applied to the anal area night and morning, after defaecation or as required. For internal application the plastic rectal nozzle provided should be used

Precautions If rectal bleeding or the haemorrhoidal condition persists use should be discontinued and further medical advice sought

Storage In a cool place

Pack Tube of 23g (£0.16½ trade)

Issued July 1972

PROMOTIONS

Recital mystery shoppers

During August and the first half of September, mystery shoppers will be calling on retail pharmacies and giving away prize money totalling £5,000 to assistants and proprietors/managers.

The cash, presented as premium bonds will be awarded on the basis of £3 for recommending a Recital hair product, answering two questions from the new booklet for a further £2, and showing the booklet for a further £1. The manager will also receive £5 if Recital is featured in a display.

The distribution of the Recital booklet, which gives general information on the process of hair colouring as well as about the product, follows the series of evening seminars held by L'Oreal in May, which is to be repeated in October (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

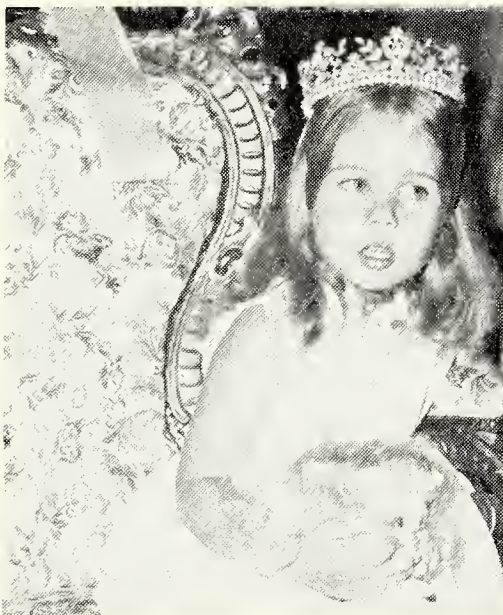
The Olympics

□ Savlon

Savlon cream and liquid have been supplied to the British Olympic cycling team for their use at Munich during the August Games (Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley Park, Macclesfield, Cheshire).

□ British Weleda

The British Olympic Association's physiotherapist has ordered six bottles of British Weleda's massage balm and the same number of their Arnica lotion and



Winner of Miss Pears 1972 competition was Louise Payne, aged 3½ years, who comes from Walton-on-Thames, Surrey. Louise is shown here after the crowning ceremony performed by Mr Bernard Dunstan, RA, who has been commissioned by A. & F. Pears Ltd, sponsors of the competition, to paint her portrait later this year. There were over 70,000 entries for the competition, the winner of which receives £500 plus a portrait in pastels

ointment to treat sprains, strains and bruises at the Olympic Games next month. The latter preparation was used by the British bobsleigh team during the winter Olympics earlier this year in Sapporo, Japan. The company are also sending each British girl competitor in Munich a jar of Creme Helvetique, and each man a bottle of Wild herb hair lotion (British Weleda Co Ltd, Littlehurst, East Grinstead, Sussex).

□ Lacto Calamine

Crookes Anestan are again supplying the British team with Lacto Calamine for sun protection and relief.

In preparation for the Games, the product is already in the possession of long distance competitors currently undergoing high-altitude training in St. Moritz. In addition, yachtsmen at Kiel are already benefiting from the product (Crookes Anestan Ltd, 1 Thane Road West, Nottingham).

Cuticura for the summer

Cuticura are currently running two boosts to the consumer. With each box of Ayds comes a free copy of the Corgi mini-book *Shape up to Beauty*, by Helen Speed (value £0.20) and with each large size Cuticura talc is a 4½p sachet of their mildly medicated shampoo.

The talc is being promoted throughout the summer in *Woman* and *Woman's Own* and both drives are being backed by bonus terms to the trade of 12 invoiced as 11 (Cuticura Laboratories Ltd, Maidenhead, Berks).

Baby incentives

Maws are currently giving away to the consumer a Terry square, worth £0.20 with each pack of Nappiclene and 25 nappy liners (£0.51). The company are also offering an extra trade bonus on orders from reps of Tufty tails, Tufty pants, baby lotion, baby oil, baby bath-care, junior shampoo, supple, junior anti-septic cream and K lens (S. Maw & Sons Ltd, Aldersgate House, New Barnet, Herts).

Grandmothers Day

Sunday, October 15 will be the second Grandmothers Day to take place in this country and according to the sponsoring committee, additional promotional support has been gained from interested parties, including manufacturers of perfumes and toiletries. Plans are currently being made for the production of point of sale material (Special Days Promotion Committee, 35 Wellington Street, London WC2).

Offer trio from Polaroid

For the holiday period, Polaroid are running three gifts plus purchase offers to the consumer. With each purchase of two Type 108 or two Type 88 colour films, there is a pair of sunglasses on a minimum order of 50 of each, as well as a 5 per cent allowance on each case quantity if the retailer participates in local advertising.

Offer number two consists of a free 88 film with either a Square Shooter 2 or

Colorpack 80 with back up advertising by the retailer if desired, and the third gives the retailer two 108 colour films with each Big Shot camera order, which he can either use for demonstration purposes or pass on to the customer (Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts).

Syntex for beauty queens

Syntex are presenting sets of their skin care range, comprising a day protecting cream, a night nourishing cream, cleanser and freshener, to finalists in a number of beauty competitions held at coastal resorts this summer. Among the contestants are Miss Brighton, Miss Bognor Regis, Miss Isle of Wight, Miss Margate and the Swanage Carnival Queen (Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks).

Dual Ostermilk drive

Increased sales of Golden Ostermilk by pharmacists should result from the current promotion being operated through hospitals.

New presentation boxes, containing a 3½oz starter pack, a 4oz Cannon babysafe feeding bottle and a mixing chart, are being offered to hospitals which do not use the product, but are willing to recommend it through passing these packs on to mothers.

Those mothers leaving a hospital that does use the milk, will be given an orange-coloured wallet containing a mixing chart and leaflet with 3p off voucher redeemable against the next purchase from a chemist (Glaxo Laboratories Ltd, Greenford, Middlesex).

Bisks merchandiser

A display merchandiser for Bisks chocolate is now available to retailers. Made of cardboard with full-colour headboard and wood grained sides, it will hold six milk and six plain chocolate biscuit "twos", one dozen each of milk, plain, hazelnut and fruit and nut chocolate bars and six orange wafers.

This follows the new packaging for all Bisks products, which has been phased in over the past few months and conforms to the Food Labelling Act, coming into



force on January 1, 1973. Full information on net weight, the constituents and calories is shown on the outside. (Fisons Ltd, pharmaceutical division, 12 Derby Road, Loughborough, Leics).

Mennen at Brands Hatch

Mennen and their product Protein 21 were sponsors of the main event at the recent Oxfam Trophy motor race meeting at Brands Hatch recently. This race gave the pit team the opportunity also to win prizes for mechanical tasks performed while the race was underway (Mennen (UK) Ltd, Station Road, Marlow, Bucks).

New approach

A new approach to promoting groups of products is now being launched by an organisation called Marketplan (UK) Ltd. This involves distributing six-page full-colour leaflets door-to-door on a specific topic and including general editorial to back advertising.

Next spring it is planned to circulate to 10 million homes a leaflet devoted to slimming and one to beauty products (Marketplan (UK) Ltd., 52 High Street, Esher, Surrey).

£50,000 for Calgon relaunch

An expenditure of £50,000 is being allocated to the Press and television campaign to back the relaunch in a new packaging of Calgon, the water softener and



laundry conditioner. Packs continue to be 12oz, 2½lb and 7lb.

As well as appearing in women's magazines, national daily and Sunday newspapers and the **Daily Telegraph** and **Sunday Times** colour supplements, there will be a six-week campaign on Southern television from July 31 to September 10.

The company assert that 65 per cent of all homes in the UK are in hard or medium water areas, mainly in the southern part of the country (Albright & Wilson Ltd, 1 Knightsbridge Green, London SW1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

All Fresh: Ln, M, WW, So, We, B, CI
Andrews Liver Salt: All except U, E
Aquasil: So
Calgon: So
Cool: Ln, WW, So
Clynomyn: So
Close-up: All except E
Eno: Ln, M, Lc, Sc, WW, So, U
Foot Guard: So
Harmony Protein Plus: All except E
Kleenex: All except E, CI
Lucozade: All except E, CI
Poligrip: M, Lc, Y, Sc, So, NE, G, CI
Rennies: All except U, E
Right Guard: All except E
Sellers: All except Y, We, B, E, CI
Shield: All except E
Sunsilk hairspray: All except E
SR: All except E
TCP liquid: All except E, CI
Twice as Lasting: All except CI
Vaseline balanced-care shampoo: All except E
Vosene: All except E
Zoflora: M, Lc, Y, NE, U
Zubes honey and lemon sweets: M, WW, So

Making up darker skins

The darker skinned members of the community have received considerable attention from the cosmetics industry recently. Following Outdoor Girl's introduction of their Tawny Range (C&D April 15, p 523), two more companies have announced products for this sector of the market—Max Factor and Afro Girl Cosmetics Ltd. As the name suggests the latter was set up exclusively to handle the new range, and is run by pharmacists, Mr M. Berg and Mr M. D. Jacobs, from 77 Lower Clapton Road, London, E.5.

First to arrive from Afro Girl are solid powder (£0.62½), liquid foundation (£0.55), lipstick (£0.45) and medicated skin balm (£0.45), all of which are claimed to be among the most sought after. The colour coding, Afro Tones No 1, 2, and 3 applies to all except the skin balm, which comes in the medium shade of the foundations only. Other introductions to

come include nail varnish, eye shadow, mascara and face blusher.

Max Factor's contribution in this direction is in the form of three new shades of Hi-Fi fluid make-up, Cafe Gold, Cafe Honey and Cafe Bronze with the complimentary Deep Gold, Deep Honey and Deep Bronze shades of Creme puff. The lightest are the Gold shades, which are recommended for the olive colouring of the Asiatic and Oriental as well as the lighter African and West Indian. The Honey shades are designed for the medium skinned and Bronze for deep brown.

Supplies are available from Max Factor Ltd, 16 Old Bond Street, London W1X 4BP.

Both ranges are also suggested by their manufacturers as being suitable for the European wishing to retain a tanned complexion.

The new "Martindale"

Where else, in the English speaking world, would one find a reference book on drug preparations so catholic in its range of entries as to encompass the whole gamut of medicines from Cobalt 58 labelled cyanocobalamin to Dr Williams Pink Pills? Herein lies both the strength and the weakness of Martindale's Extra Pharmacopoeia; its strength in that it can justifiably claim to be the world's most comprehensive guide to drugs and medicines; its weakness in that it places an almost impossible burden on the shoulders of the editorial staff.

It should be said at the outset that the 26th edition is a creditable successor in the long line that stretches back to William Martindale's first edition in 1883. The editorial staff have met, with distinction, the formidable challenge to which the preface refers. But inevitably, one must now question whether Martindale's approach can still be sustained in the face of pharmaceutical and therapeutic innovation today. Is it still possible to produce in a single volume "a complete reference library and an extensive filing system"?

Martindale presents the editorial staff with two major problems. There is first the daunting problem of how to present the mass of information in the major part of the book devoted to monographs on drugs and ancillary substances (Part I). In Martindale's day, the author could start comfortably with *Acacia* and systematically work his way through to *Zingiber*. The modern complexity of drug therapy makes such an approach difficult to sustain.

In the present edition, some attempt has been made to group the 2,837 monographs more logically. Whereas the number of pages has increased by some 500, the number of chapters has in fact been reduced. *Acacia* now yields pride of place to *Adrenaline* and *Other Sympathomimetics* and appears later in the book.

Even so, the grouping of drugs into chapters is based, somewhat unhappily, on therapeutic, chemical or pharmaceutical considerations. It could be argued that this is justified in a book covering such a wide range of substances. However, there appears to be little logic in having a separate chapter on *Hypnotics* and *Tranquillizers* whilst tricyclic antidepressant drugs are hidden coily in a chapter entitled *Phenelzine* and some other Antidepressants. Similarly, while the chapter, *Dermatological Agents*, no longer appears under the main heading of *Sulphur*, it still does not include important topical medicaments such as the fluorinated steroids. These, let it be said, are very adequately covered in the chapter entitled *Corticosteroids*.

A perhaps more serious difficulty presented by Martindale is imposed on the editorial staff by the technicalities of producing a book of such a size and the time limitations necessarily involved in preparing the manuscript and printing the material. The present authors are to be congratulated on including references to the literature as recent as 1971. The chastening thought which the editor must face, however, is that Martindale will now remain frozen for another five years. Is this not the time to

consider a completely changed format enabling individual sections to be more frequently revised whilst leaving the sections on older drugs unchanged?

Despite these criticisms, Martindale remains a unique publication which will find an essential place on the bookshelves of practising pharmacists whatever their field of work. The monographs in Part I have not only been thoroughly revised and brought up to date but have been further extended to include useful information on the absorption and metabolic fate of many drugs.

The remainder of the book follows very closely the style of the previous edition. Part 2 is devoted to *Supplementary Drugs* and *Ancillary Substances* in which are included new up-and-coming drugs together with reminders of an older age in pharmacy.

Part 3 continues to provide the Formulas of Proprietary Medicines. Here, apart from the famous Pink Pills, one can find the composition of such hardy perennials as *Blanchard's Pills* and *Veno's Cough Mixture*, together with their modern counterparts. This section of Martindale acquires increasing importance when self medication may be a complicating factor in drug treatment.

Finally, one comes to the two indices to the book. First, the Index to Clinical Uses which does much to offset the problems of presentation and secondly, the general index which, because of its detail makes Martindale a manageable book to use.

J. W. Hadgraft FRS, FRIC

Martindale—The Extra Pharmacopoeia, Twenty sixth Edition. *The Pharmaceutical Press*, 17 Bloomsbury Square, London WC1. 9½ x 6¼ in, 2320 pp. £14.

Significant water loss from eye drop solutions

By B. Mottershead, chief pharmacist, The Friarage Hospital, Northallerton
During a series of comparative storage tests of BPC eye drops stored in eye dropper bottles with silicone rubber teats and in polyethylene dropper bottles the former appeared to increase in concentration over a period of two years to about 200 per cent of the nominal concentration.

The full significance of that was not appreciated until sometime later when eye drops in bottles with silicone teats were observed to be much lower in volume than others with black India rubber teats. It then became clear that water was being lost by evaporation, possibly by water vapour diffusing through the silicone rubber.

Accelerated tests were set up to investigate this as follows. Six eye drop bottles with black India rubber teats and six with silicone rubber teats each containing 10mls of water were accurately weighed and were then kept in an incubator at

40°C for a period of approximately five months. The bottles were weighed at intervals during this time. The mean initial and final weights of each series is shown in the table. The graph shows the rate of loss of water by evaporation.

	silicone rubber teats	black India rubber teats
Mean initial weight	51.213g	50.077g
Mean final weight	47.456g	49.691g
Mean loss	3.757g	0.386g

The results confirmed suspicions that there is a high loss of water from bottles with silicone teats. The mechanism by which vapour is lost has not been investigated but the seals appeared to be good in each series and as thin membranes of silicone rubber are used for dialysis it is suspected that the loss is through the rubber itself.

Many BPC eye drops are formulated with benzalkonium chloride as the preservative and the silicone rubber teat was introduced because of the incompatibility between India rubber and that preservative. This incompatibility, however, does not appear to be of any serious consequence other than causing a slight weakening of the teat causing a few to blow out on sterilisation.

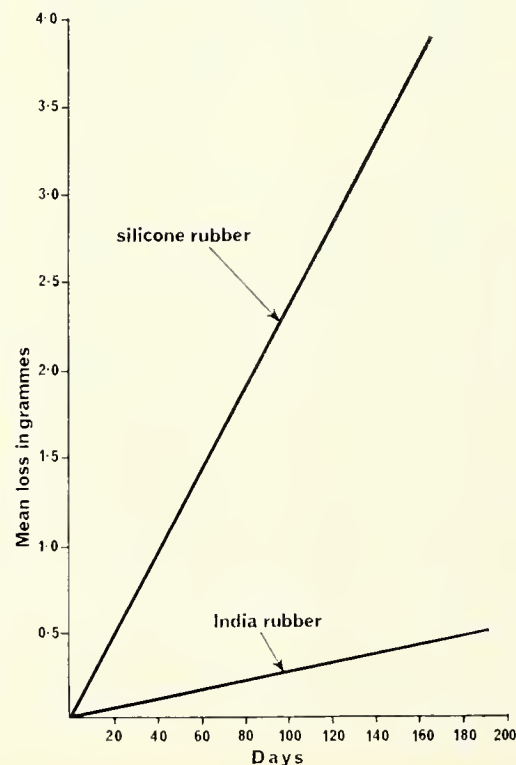
It is possible that with the silicone teat there may be a loss or gain in volume during the sterilising process but eye drops prepared in the author's department have always complied with BPC standards, so presumably the high saturation of water vapour at each surface of the teats prevents such a net loss or gain.

Shaw *et al*¹ in a similar series of tests at room temperature found that silicone rubber gave considerable losses of water. They also examined a butyl rubber teat which showed negligible losses.

In view of the possible increase in concentration of eye drops on storage it is questionable whether the silicone rubber teat has any advantage and it is felt that further investigation is required into this phenomenon.

Reference

¹ Journal of Hospital Pharmacy, April 1972, p 108.



What the well-dressed dog will be wearing this year



Shellgard Dogband is the most effective way of guarding dogs against irritating fleas and ticks. Thousands of dog owners would never use anything else to protect their dogs, against this problem.

Why? Because Dogband is impregnated with Vapona, Shell's world famous insecticide that has been tested and proved by millions of people throughout the world.

That's why they buy Dogband. It's also why you should stock Dogband.

There are other reasons, too. Like the big profits you'll get. And the colourful, easy-to-display packs and outer.

Then there's the large advertising support to back your sales effort—using eye-catching advertisements in the National press.

So dog owners who care will get to know all about Shellgard Dogbands.

And they 'll come to you to get them.

Shellgard DOGBAND Distributed by

SHERLEY'S

Old Spice® 1972 Window Display



1st Prize (Southern): F. Wainwright & Son.

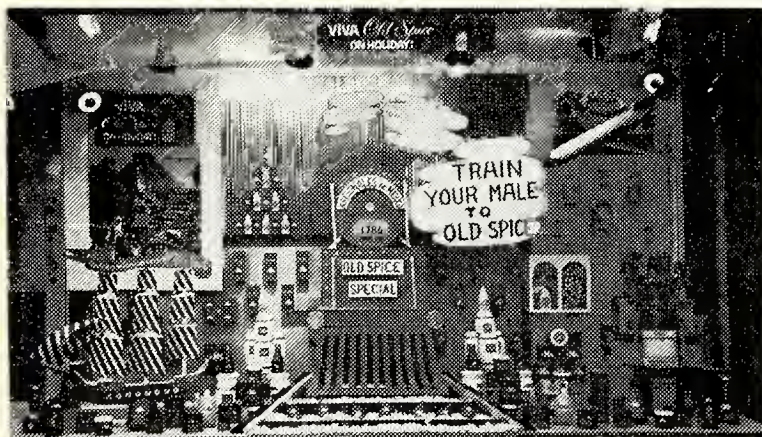
When the first Old Spice Competition was organised by the S.W.3., on Friday 1st July 1972, it was taken into account that it would prove so popular. We have had a competition all over the country and I believe there has been a lot of interest in the quality of the prizes and the participating and benefiting from it.

I will see that this competition will continue as you want it and continue to offer prizes.

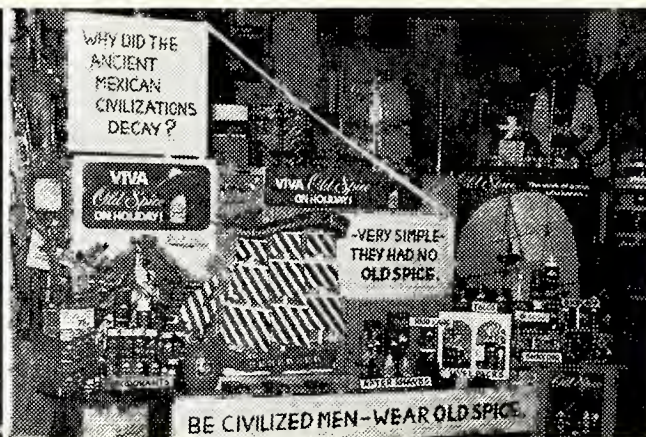
The photographs you see are of the usual window displays of the usual Old Spice. Looking through them is very difficult and is a difficult responsibility.

Now that the judges have been chosen, I offer my congratulations to all who took part.

John Wainwright



2nd Prize (Northern): R. & J. A. Brown



2nd Prize (Southern): Barnes & Gabbey Ltd.

The five judges met at the S.W.3., on Friday 1st July 1972, and the winners were then added to the list.

The five sections were:

- 1 Display of the products
- 2 Presentation of the products
- 3 Detail and originality
- 4 How the Old Spice was used
- 5 Selling effectively



1st Prize (Northern): Ian M. Mackenzie MPS

1st Prizes

Two weeks holiday for two in Mexico - flying by Aeronaves de Mexico

Northern Area

Mr. C. Greig
Ian M. Mackenzie MPS
2 Abbotswell Cres., Aberdeen.

Southern Area

Mr. H. C. Taylor
F. Wainwright & Son
88 Market St,
Eastleigh, Hants.

2nd Prizes

Avon
Norfolk
Lee
Albion
R. & J. A. Brown
747
South
Mr. H. C. Taylor
33 Market St,
Mr. H. C. Taylor
Bar
84 F
Her

CHEMIST & DRUGGIST

Price service



STILL GOING STRONG!
SELLS ALL THE YEAR ROUND
FROM YOUR USUAL WHOLESALER

CUMULATIVE AMENDMENTS TO JUNE QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Bold upright figures (0.14) is a suggested guide.

= Price advanced. *r* = Price reduced.
= New entry. *d* = Delete.
= Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
11 (1113 S&B)			
Colognettes	6240	..	0.15
	6230	..	0.28
Eau de Cologne			
original shape	6001	..	4.65
	6002	..	3.35
	6003	..	2.20
	6004	..	1.45
	6005	..	0.80
aerosol spray	6022	..	0.99
mini bottle	6008	..	0.18
trial size	6007	..	0.29
watch shape	6006	..	0.45
deodorant aerosol	6691	..	0.42
roll on	6690	..	0.37
hand cream	6572	..	0.41
ce Cologne flow on			
	6352	..	0.33
splash on			
	6351	..	0.64
soap	6459	..	0.25
solid stick	6132	..	0.37
alcum	6570	..	0.34
9.7 (1397 P de LL)			
Cologne	1 oz	3.43dz	0.86dz 0.50
	2 1/2 oz	6.50dz	1.63dz 0.95
	4 oz	11.65dz	2.91dz 1.70
	8 oz	18.86dz	4.72dz 2.75
perfume	2 cc	3.08dz	0.77dz 0.45
	4 cc	4.80dz	1.20dz 0.70
	1/2 oz	6.50dz	1.63dz 0.95
	1/2 oz	14.74dz	3.69dz 2.15
	1 oz	21.60dz	5.40dz 3.15
	2 oz	36.00dz	9.00dz 5.25
89 FOR MEN (468 F)			
after shave lotion	110 cc	0.48	0.12 0.89
pre-shave lotion	110 cc	0.37	0.09 0.69
shaving cream brushless			
	tube	0.37	0.09 0.71
	lather tube	0.37	0.09 0.71
	..	0.51	0.12 0.95
bowl	..	0.33	0.08 0.61
toilet powder	110 cc	1.35	0.32 2.50
toilet water			
A. (211 Butler)			
ozenges		0.08	0.02 0.15
ointment		0.08	0.02 0.15
ECEDIN (878 Napp)			
syrup	120 ml	0.30	.. 0.40
	456 ml	1.10	.. 1.47
	2.27 l	4.76	.. 6.35
tablets	20	0.19	.. 0.26
	100	0.85	.. 1.14
	500	3.80	.. 5.07
TINAC (1087 Roussel)			
acne treatment		0.80	0.20 TS

	Trade £.p	Tax £.p	Retail £.p
ADAGIO (1435 FS)			
foam bath	5.16dz	1.29dz	0.80
AD. A. M. (1091 Rybar)			
mixture 150 ml	2.25dz	0.56dz	0.33
ADAM (682 KCL)			
after shave	No1	2.12dz	0.53dz 0.31
	No2	3.42dz	0.85dz 0.50
pre-electric shave		3.42dz	0.85dz 0.50
shave cream			
	No.1 brushless	1.37dz	0.34dz 0.20
	No.2 brushless	2.05dz	0.51dz 0.30
	No.1 lather	1.37dz	0.34dz 0.20
	No.2 lather	2.05dz	0.51dz 0.30
ADEXOLIN (518 Glaxo)			
packs of 10 ml and 50 ml liquid A and D			<i>d</i>
ADORN (514 Gillette)			
hair spray	2.26dz	0.54dz	0.31
Adrenaline (1091 Rybar)			
inhalation solution	28 ml	2.20dz	.. 0.27 1/2
AGRICLENS (969 Pfizer)			
antiseptic aerosol (vet.)	150 g	0.56	.. 0.75
AGRIMARK (969 Pfizer)			
marker aerosol	200 g	0.45	.. 0.60
AGRIMIN (969 Pfizer)			
bullets cattle	10	3.98	.. 4.68
	sheep	20	3.28 .. 3.86
AIRAM (713 KH)			
existing entry			<i>d</i>
AIRAM (713 KH)			<i>i</i>
health lamp			
infra-red with stand			6.00
bulb only			1.32
ultra-violet with stand			9.75
bulb only			5.07
AIRCEL (608 Hinders)			
insoles	pair	1.92dz	0.24dz
ALBRIGHT SCALE AWAY (26 A&W)			
	4 oz	1.53dz	.. 0.17
ALBUCID (187 BS)			
eye drops 10%	10 ml	0.25	.. 0.38 \pm s4BTS
	20%	10 ml	0.26 .. 0.39 \pm s4BTS
	30%	10 ml	0.27 .. 0.41 \pm s4BTS
ALKA MINTS (843 ML)			
tablets			
foil pack	32	2.21dz	0.53dz 0.29
ALLEGRON (378 Dista)			
liquid 10 mg/ 5 ml			
	115 ml	0.26	\pm s4B
	500 ml	0.85	\pm s4B
tablets 10 mg	100	0.61	\pm s4B
	500	2.70	\pm s4B
	25 mg	25	\pm s4B
	100	1.23	\pm s4B
	500	5.41	\pm s4B
ALLERGAN (35 Allergan)			
(distributors 1121 Searle)			
soaking solution	120 cc	0.46	.. 0.69
wetting solution	60 cc	0.44	.. 0.66
ALL FOURS (488 Fyld)			
(distributors 234 Cartwright)			<i>i</i>
ALL FRESH (105 BTD)			
clean-up squares	10 sachets	1.68dz	0.425dz 0.22
ALLPYRAL (1460 Dome)			
skin testing solutions	0.30	..	0.40
ALLPYRAL-MITE (1460 Dome)			
fortified set	10.50	..	14.00
ALOPECININ (1521 Pharm Dis)			
pomade	1 oz	10.68dz	3.14dz 1.49 \pm s4B
tablets	30	10.68dz	3.14dz 1.49 \pm s4B
ALQUINAX (1068 Roberts)			
suspension	150 ml	3.40dz	.. 0.44
tablets	25	2.63dz	.. 0.34
ALTOIDS (1152 SK)			
	1.05dz	0.19dz	0.14
ALUDROX (1352 Wyeth)			
tablets	60	0.285	.. 0.38
	500	1.98	.. 2.64

	Trade £.p	Tax £.p	Retail £.p
ALUDROX SA (1352 Wyeth)			
tablets	50	0.175	.. 0.23 1/2 \pm s4A
	250	0.64	.. 0.85 \pm s4A
ALUPENT (145 Boehringer)			
(distributors 501 Geigy)			
obstetric ampoules	5	1.40	.. ..
ALUSAC (218 Calmic)			<i>d</i>
entire entry			
AMARGYL (971 PSMB)			
tablets	50	0.30	.. 0.45 \pm s4A
	500	2.455	.. 3.68 \pm s4A
AMBRAY (617 Holloway)			
bath crystals	X.61	4.00dz	1.00dz 0.58 1/2
bath cubes	X.15	0.74dz	0.185dz 0.11
bath sparkle	X.36	3.00dz	0.75dz 0.42
bubble baths			
Bill McBubble	X.29	1.94dz	0.485dz 0.28 1/2
Drummer boy	X.27	1.46dz	0.365dz 0.21 1/2
faceted	X.71	2.66dz	0.665dz 0.39
floral	X.15	0.74dz	0.185dz 0.11
framed	X.55	2.66dz	0.665dz 0.39
Gaiety girl	X.46	5.00dz	1.25dz 0.73
globes	X.42	1.46dz	0.365dz 0.21 1/2
trio pack	X.57	4.40dz	1.10dz 0.64 1/2
gold-topped	X.49	1.27dz	0.32dz 0.18 1/2
boxed	X.52	3.27dz	0.82dz 0.48
Grecian	X.66	6.67dz	1.67dz 0.97 1/2
icicles	X.62	3.00dz	0.75dz 0.42
miniatures-twinpacks			
	X.63	3.34dz	0.835dz 0.49
foursome			
	X.65	6.00dz	1.50dz 0.87 1/2
swirl	X.43	2.33dz	0.58dz 0.34
teardrop	X.53	2.33dz	0.58dz 0.34
bubble bath angels	X.72	1.46dz	0.365dz 0.21 1/2
talc			
snowman	X.22	1.16dz	0.29dz 0.17
AMBROSUM (1547 AHF)			
honey spread	..	..	0.47
tranquil	small	0.21	0.055 0.37 1/2
	medium	0.37	0.095 0.70
	large	0.54	0.135 1.00
AMESEC (413 Lilly)			
Enseals	100	0.48	.. 0.72 \pm s4A
	500	2.16	.. 3.24 \pm s4A
Pulvules	100	0.48	.. 0.72 \pm s4A
	500	2.16	.. 3.24 \pm s4A
	5000	21.03	.. 31.55 \pm s4A
AMINOPLEX-5 (503 G)			
1 litre	5.40		
AMM-I-DENT (1178 Stafford)			
toothpaste	standard	1.095dz	0.275dz 0.14 1/2
	large	1.57dz	0.395dz 0.20 1/2
AMOVON (44 Amovon)			
corn caps	..	0.06	0.015 0.10 1/2
paste	..	0.045	0.0135 0.08
	..	0.067	0.0166 0.12
AMPHETONE (1545 Vestric)			
entire entry			<i>d</i>
AMYLOZINE (1153 SKF)			
Spansule capsules	30	0.73	.. 1.10 \pm s4A
	250	5.75	.. 8.63 \pm s4A
AMYTAL (413 Lilly)			
tablets 15 mg	500	0.30	.. 0.45 \pm s4A
	500	0.38	.. 0.57 \pm s4A
	30 mg	5000	3.29 .. 4.94 \pm s4A
	50 mg	500	0.49 .. 0.74 \pm s4A
	5000	4.34	.. 6.51 \pm s4A
	100 mg	100	0.20 .. 0.30 \pm s4A
	500	0.78	.. 1.17 \pm s4A
	5000	7.28	.. 10.92 \pm s4A
	200 mg	100	0.35 .. 0.53 \pm s4A
	500	1.53	.. 2.30 \pm s4A
and acetylsalicylic acid			
Pulvules	100	0.38	.. 0.57 \pm s4A
and ephedrine Pulvules	100		<i>d</i>
ANADERM (705 Kirby)			
pile ointment	15 g	1.80dz	0.45dz 0.29 \pm
ANAROIDS (1091 Rybar)			
	12	1.80dz	0.45dz 0.27
	dp96	1.00	
ANDURSIL (T) (501 Geigy)			
	300 ml	0.85	0.21

the most versatile digitalis glycoside

LANOXIN* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

*Trade Mark



		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
ANEURONE (576 PH)					ASCOR (311C)					BANMINTH D (969 Pfizer)				
dp 500 ml	0.42	..	..	0.63	tablets	20	0.10	0.03	0.18*	suspension	500 ml	1.67	..	2.23
dp 21	1.50	..	..	2.25						4.5 l	11.63	..	..	15.50
ANIMALINTEX (1073 Robinson)					ASH (1556 Farillon)					BANTRON (149 Cuticura)				
poultice dressing					dental floss	12 yd	0.96dz	0.24dz	0.14	smoking deterrent	15	4.59dz	1.15dz	0.63
(vet.)	2.624	0.656	0.40		ASHFORDS (1141 Simpkin)					BARMENE (793 MFL)				
	(1 ¹⁰ / ₁₂ dz)	(1 ¹⁰ / ₁₂ dz)			scissors nickel plated					pure yeast extract	3 ¹ / ₂ oz	1.35dz	..	0.15
ANKLE VIGGER (608 Hinders)					nail straight	401A	2.25dz	tax paid	0.28	low sodium	7oz	2.25dz	..	0.25
ankle bandage No1 pair	7.20dz	..	..		nail curved	403A	2.65dz	tax paid	0.33	7oz	4.42dz	..	..	0.46
natural pair	6.24dz	..	..		cuticle straight	405A	2.25dz	tax paid	0.28	7lb	1.92	..	..	2.40
ANSOCHROME (490 GAF)					cuticle curved	407A	2.65dz	tax paid	0.33					
films including processing					pocket	409A	2.40dz	tax paid	0.30					
daylight 64	120/12	..	..	1.00	nurses sh/sh	411A	4.05dz	tax paid	0.50					
126/20	..	..	..	1.27 ¹ / ₂	sh/bl	413A	4.05dz	tax paid	0.50	BAYER (97 Bayer)				
135/20	..	..	..	1.27 ¹ / ₂	bl/bl	415A	4.05dz	tax paid	0.50	aspirin tablets	30	0.065	0.02	0.12
135/36	..	..	..	1.85	household	417A	5.25dz	tax paid	0.65	B.B.P. (1371 WDR) entire entry				
daylight 200	135/20	..	..	1.50	scissors stainless steel					B.B.P. (1615 BBP)				
500	135/20	..	..	1.70	nail straight	402A	3.45dz	tax paid	0.43	baby bibs pinafore	..	1.35dz	..	0.18
ANTAGAL (1068 Roberts)					nail curved	404A	3.95dz	tax paid	0.48	plastic	..	0.375dz	..	0.05
suspension	150 ml	1.94dz	0.48dz	0.29	cuticle straight	406A	3.45dz	tax paid	0.43	small or medium	0.525dz	..	..	0.06
tablets	48	1.73dz	0.43dz	0.26	cuticle curved	408A	3.95dz	tax paid	0.48	ex. large	0.625dz	..	..	0.07
ANTHISAN (971 PSMB)					pocket	410A	3.60dz	tax paid	0.45	assorted colours large	0.50dz	..	..	0.06
elixir	125 ml	0.16	..	0.24 †s7	nurses sh/sh	412A	5.50dz	tax paid	0.68	elastic	0.60dz	..	..	0.07
1 l	0.70	..	..	1.05 †s7	sh/bl	414A	5.50dz	tax paid	0.68	frilly	..	1.35dz	..	0.18
ANTOIN (311 C)					bl/bl	416A	5.50dz	tax paid	0.68	plain	..	1.35dz	..	0.18
20	0.10	0.03	0.18	†s7DD1	household	418A	7.65dz	tax paid	0.95	coloured	..	2.00dz	..	0.22
APROTEIN (227 Erba)					nail clippers	433C	1.60dz	tax paid	0.20	embossed	..	2.00dz	..	0.22
dietetic semolina	200 g	0.30	..	0.45	nail files stainless steel					coloured	..	2.20dz	..	0.25
AQUA MANDA (532 Goya)					assorted	431C	0.84dz	tax paid	0.10	flowered	..	2.50dz	..	0.27
antiperspirant spray	28 cc	0.24	0.06	0.42	tweezers chrome					potties	..	1.00dz	..	0.12
fragrance	104 cc	0.229	0.057	0.40	assorted	432C	1.20dz	tax paid	0.15	soothers	..	0.75	..	0.04
104 cc	0.372	0.093	0.65		ASILONE (117 BPL)					(3 dz)	..	..	..
210 cc	0.63	0.157	1.10		paediatric sachets	25	0.24	0.06	0.42	BEECHAM'S (104 BP)				
spray	0.315	0.079	0.55		suspension	300 ml	0.73	0.18	1.27	pills	1.325dz	0.335dz	0.17	
golden body rub	0.298	0.074	0.52		tablets 250 mg	12	0.18	0.05	0.32	powders	..	..	..
hair spray	170 g	0.258	0.064	0.45	dp 100	1.23	0.31	2.15	2.15	+ hot lemon	30	0.875	0.22	0.04
hand lotion	0.206	0.051	0.36		50 mg dp 100	0.53	0.13	0.92	0.92	(2 ¹ / ₂ dz)	(2 ¹ / ₂ dz)			
herbal bath oil	sachet	0.045	0.011	0.08	ASMAPAX (894 Nicholas)									
foam bath	bottle	0.258	0.074	0.52	tablets	30	0.40	..	0.60 †s4B	BEETHAM'S (106 Beetham)				
oatmeal beauty soap	sachet	0.045	0.011	0.08	250	2.62	..	..	3.93 †s4B	glycerin and cucumber	85 cc	2.40dz	0.60dz	0.35
shampoo	bottle	0.258	0.064	0.45	ASTRAL (412 Elida-Gibbs)					165 cc	3.48dz	0.87dz	0.50	
talcum powder	0.20	0.05	0.35		cream small	1.02dz	0.255dz	0.13		glycerin and lavender	85 cc	2.40dz	0.60dz	0.35
for men	0.189	0.047	0.33		economy	4.05dz	1.015dz	0.54		glycerin and rose water	85 cc	2.40dz	0.60dz	0.35
after shave	0.258	0.064	0.45		hospital	5.975dz	1.495dz	0.80		glycerin and white lilac	85 cc	2.40dz	0.60dz	0.35
antiperspirant spray	0.24	0.06	0.42		soap	0.935dz	0.235dz	0.11		hand cream	85 cc	2.40dz	0.60dz	0.35
Cologne	0.286	0.07	0.50		bath	0.935dz	0.235dz	0.11		teenage skin cream	1.44dz	0.36dz	0.20	
man talc	0.189	0.047	0.33		ATASORB (413 Lilly)					BELLAIR (109 BCL)				
pre-shave	0.258	0.064	0.45		450 ml	0.72	..	..	1.08 †s4B	hair spray	..	..	..
AQUA NET (109 BCL)					ATASORB-N (413 Lilly)					aerosol	118 g	1.465dz	0.365dz	0.21
hair spray	80 g	1.465dz	0.365dz	0.21	120 ml	0.40	..	..	0.60 TS	200 g	1.95dz	0.49dz	0.28	
118 g	1.60dz	0.40dz	0.23		450 ml	1.36	..	..	2.04 TS	303 g	2.65dz	0.66dz	0.38	
150 g	1.88dz	0.47dz	0.27		ATENSINE (117 BPL)					squeeze spray	75 cc	0.87dz	0.22dz	0.12
320 g	2.99dz	0.75dz	0.43		tablets 2 mg	250	1.02	..	1.53 †s4B	refill sachet	40 cc	0.42dz	0.10dz	0.06
sachet	0.42dz	0.10dz	0.06		5 mg	250	1.54	..	2.31 †s4B	bottle	75 cc	0.70dz	0.17dz	0.10
unscented	8 oz	1.465dz	0.365dz	0.21	1000	5.90	..	..	8.85 †s4B	shampoo liquid	sachet	0.14dz	0.045dz	0.02
16 oz	2.99dz	0.75dz	0.43		ATKINSON & BARKER'S (1418 Strenol)					bottle	0.70dz	0.17dz	0.10	
ARCANCIL (1279 V of M)					infants' gripe mixture	0.95dz	0.24dz	0.14		..	0.77dz	0.19dz	0.11	
eyebrow brush	222	..	..	0.30	ATLAS (1233 Thorn)					talcum	..	..	..
eyelash grower	777	..	..	0.40	Magcube X (3)	0.66	..	..	d	BELL'S (108 Bell)				
eyelashes	611	..	..	0.90	Magcube X (2)	0.66	..	..		pet remedies				
eye liner liquid					ATRISO (1164 SSL)					blood salts powder				
regular	490	..	..	0.48	hand care	165 g	4.244dz	1.023dz	0.58	20 g	0.08	0.02	0.12	
pearl	490N	..	..	0.48	AURACET (1305 WB)					100 g	0.14	0.035	0.20	
brush	110	..	..	0.30	eardrops	15 ml	0.16	0.04	0.28	budgie tonic	0.06	0.015	0.11	
eye make-up remover					AUREX (1153 SKF)					canker lotion	0.14	0.035	0.25	
260	..	..	..	0.25	12 ml	0.36	0.09	0.65		powder	0.08	0.02	0.15	
290	..	..	..	0.48	22 ml	0.54	0.135	0.97		cough tablets (dogs or cats)	0.07	0.02	0.12	
eye pencil					AURUM AMBROSIIUM (1547 AHF)					diarrhoea tablets	0.07	0.02	0.12	
regular	555	..	..	0.20	small	0.21	0.055	0.37 ¹ / ₂		eczema ointment	0.09	0.025	0.17	
pearl	755	..	..	0.20	medium	0.37	0.095	0.70		eye lotion	0.14	0.035	0.25	
sharpener	520	..	..	0.25	large	0.54	0.135	1.00		ointment	0.08	0.02	0.15	
self-sharpening	999	..	..	0.48	AVENTYL (413 Lilly)					gastitis tablets	0.07	0.02	0.12	
refill	999R	..	..	0.25	liquid 10 mg/5 ml					Katnips powder	0.08	0.02	0.14	
eye shadow cream	225	..	..	0.48	120 ml	0.26	..	..	0.39 †s4B	tablets	0.05	0.015	0.09	
powder	160	..	..	0.55	450 ml	0.76	..	..	1.14 †s4B	laxative tablets	0.05	0.015	0.09	
stick	640	..	..	0.35	Pulvules 10 mg	100	0.61	..	0.92 †s4B	Mange-Pak	0.08	0.02	0.15	
pearl 640N	..	..	..	0.35	500	2.70	..	..	4.05 †s4B	Moulter	0.06	0.015	0.11	
mascara trial	220	..	..	0.25	25 mg	100	1.23	..	1.85 †s4B	pet ointment	0.09	0.025	0.17	
large	335	..	..	0.40	500	5.41	..	..	8.12 †s4B	sedative tablets (dogs & cats)	0.07	0.02	0.12	
refill	335 R	..	..	0.25	AYDS (1491 Cuticura)					shampoo liquid	0.13	0.035	0.23	
brush-on	270	..	..	0.70	vanilla, mint and coffee	1.08	..	..	1.44	18	0.18	0.045	0.32	
refill	370	..	..	0.35	AZILEX (652 Ingasetter)					Snowcoat (dogs & cats)	0.09	0.025	0.17	
ARDENA (60 Arden)					cream	0.17	0.04	0.30		worm capsules (dogs)	0.08	0.02	0.14	
bronze glo	712.00	..	..	0.85	BABEZONE (488 Fylde)					worming oil	0.07	0.02	0.13	
covering cream	123.01	..	..	0.95	(distributors 234 Cartwright)					BENCARD (113 Bencard)				
mask	108.99	..	..	1.60	bronchial syrup	100 ml	0.12	0.03	0.21	house dust mite	..	..	..
powder	511.00	..	..	1.30	BABYLANE (1145 Sirex)					prick test	2 ml	2.00	..	
520.00	..	..	..	1.25	BABYLANE (1624 JAOL)					vaccine	..	..	..
refill	514.00	..	..	1.70	BABY SAFE (705 Kirby)					basic course SDV	10.00	..	..
sun control	713.00	..	..	1.20	cotton buds	80	1.14	..	0.26	vial No 3 SDV	7.90	..	..
traveller II case	956.00	..	..	2.25	160	1.92	..	..	0.44	BENIGERS (1530 Fisons)				
wax depilatory set					steriliser unit	2.13	0.225	3.50		food	0	2.31dz	..	0.24
720.01	..	..	..	2.95	sterilising tablets	30	2.40dz	..	0.30	1	4.04dz	..	..	0.42
721.00	..	..	..	0.95	(unfoiled)	250	1.19	..		2	6.63dz	..	..	0.69
AROBN (883 Nestles)					BABY SAFE (1327 WSL)					3	11.92dz	..	..	1.24
powder	150 g	2.83dz	0.71dz	0.38	napkin pins (3)	..	6.00	0.675	0.07					
ARRID (235 CW)							(gross)	(gross)						
antiperspirant deodorant aerosol					BACCHUS (301 Coty)									
light powder	130 g	3.08dz	0.73dz	0.40	after shave bronzing	0.554	0.138	0.99						
190 g	3.85dz	0.92dz	0.50	BALTO (727 Lane)										
255 g	4.86dz	1.16dz	0.63	athlete's foot lotion	14 g	0.15	0.04	0.26						
ASCABIOL (971 PSMB)					40 g	0.12	0.03	0.20						
emulsion	200 ml	0.26	..	0.39	100 g	0.18	0.045	0.31		</				

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ETE (1352 Wyeth)	250	0.54	..	0.71½	BLUE GRASS (60 Arden)							
lets				†s4A	bath cubes	733.75	..	0.90				
EX (1352 Wyeth)					bath mitt	743.75	..	1.35				
ules	50	0.21	..	0.28	bath oil	766.82	..	2.50				
ir	150 ml	0.255	..	0.34		766.00	..	1.80				
					bath salts	762.75	..	1.40				
					brilliantine	301.75	..	0.70				
ADINE (878 Napp)					deodorant liquid	724.90	..	0.70				
osol spray	90 ml	1.17	..	1.56	roll-on	731.00	..	0.70				
pholic solution					spray	722.75	..	1.50				
	500 ml	1.50	..	2.00	stick	729.00	..	0.75				
	5 l	9.50	..	12.67	fluffy cream	730.00	..	0.75				
iseptic solution	5 l	9.06	..	12.08		730.00	..	0.75				
	4.54 l		..	d	dusting powder	755.75	..	0.80				
ment	25 g	0.25	..	0.34		739.75	..	1.20				
	60 g	0.53	..	0.71	oval	746.75	..	1.70				
lp & skin cleanser	100 ml	0.41	..	0.55	round	754.75	..	1.80				
gical scrub	5 l	9.70	..	12.93	lightweight	744.75	..	0.85				
	4.54 l		..	d	eau de parfum	800.38	..	1.00				
inal douche	240 ml	0.98	..	1.31		800.37	..	2.10				
gel	80 g	0.98	..	1.31	flower mist	800.20	..	0.80				
essaries	14	0.98	..	1.31		800.32	..	1.30				
						800.21	..	1.80				
RAN (1153 SKF)				d		800.23	..	2.80				
plement	12.8 kg				atomiser	800.22	..	2.80				
					spray	800.46	..	1.60				
BEANS (1530 Fisons)					lightweight	800.56	..	1.60				
		0.42dz	0.11dz	0.06	fluffy milk bath	741.75	..	1.95				
		1.10dz	0.28dz	0.14	foaming beauty bath	769.75	..	1.55				
		2.20dz	0.55dz	0.29	gift box	969.00	..	4.95				
S (1530 Fisons)						980.00	..	6.95				
on flakes	4 meals	2.68dz	..	0.29	de luxe	989.01	..	29.00				
ese and celery					hairspray	318.75	..	1.15				
	4 meal	2.68dz	..	0.29	hand lotion	347.75	..	0.75				
ocolate bar						347.71	..	1.20				
hazelnut, orange wafer					lightweight	347.55	..	0.75				
fruit and nut		1.30dz	0.23dz	0.16		347.85	..	1.20				
ocolate biscuits		1.16dz	0.21dz	0.14		347.95	..	2.25				
ocolate creams					moisture bath	761.75	..	1.75				
	4 meal	2.68dz	..	0.29	perfumair	800.06	..	1.90				
ocolate nut cookies		2.68dz	..	0.29	perfume	800.41	..	4.50				
ffee creams	4 meal	2.68dz	..	0.29		800.42	..	7.15				
stard creams	4 meal	2.68dz	..	0.29	golden atomiser							
gestive sweetmeal					refill	800.48	..	3.75				
	8 oz	2.87dz	..	0.29	mist	800.34	..	1.70				
ange creams	4 meal	2.68dz	..	0.29	oil	800.35	..	1.50				
voury beef		2.68dz	..	0.29	soap hand (1)	734.75	..	0.45				
UMINA (824 MCP)				d	(3)	749.75	..	1.35				
cks of 50 and 250 tablets					bath (1)	747.75	..	0.70				
JPAL (1387 L of L)					(3)	748.75	..	2.10				
ntment tube	0.30	0.075		0.60	travel	752.75	..	0.70				
KE'S (135 TB)					solid Cologne	825.01	..	0.80				
ch hazel cream	100 g	0.21	0.05	0.38								
NCHARD'S (804 Martyn)					BLUE PETER (652 Ingasetter)		0.23	0.06	0.40			
ls	54	1.35dz	0.34dz	0.18	after shave							
ASDALE'S (139 Bleasdale)					BODY BULK (793 MFL)							
iseptic ointment					31b	1.02	..	1.35				
	25 g	0.50dz	0.125dz		71b	2.08	..	2.77				
onchial emulsion	50 g	0.70dz	0.175dz		BONJELA (770 LP)							
	100 ml	0.73dz	0.18dz		gel	10 g	0.16	..	0.22			
	250 ml	1.13dz	0.28dz		BOUNCE (967 Petfoods)							
	500 ml	1.88dz	0.47dz		economy		1.61dz	0.25dz	0.18½			
illie paste	50 g	0.74dz	0.185dz		BOUQUET (576 PH)							
mpound	25 ml	0.96dz	0.24dz	†DDI	hand cream	4 oz	0.18	0.045	0.32			
50 ml	1.68dz	0.42dz		†DDI		8 oz	0.24	0.06	0.42			
conut oil shampoo	100 ml	0.78dz	0.195dz			500 ml	0.45	0.11	0.79			
ne and castor oil cream						21	1.20	0.30	2.10			
	25 g	0.45dz	0.11dz		BOURRASQUE (933 PLG)							
	50 g	0.55dz	0.135dz		parfum de toilette							
	100 g	0.94dz	0.235dz			15 cc	..	0.95				
NK-N-CLEAN (35 Allergan)						50 cc	..	1.85				
istributors 1121 Searle)						64	100 cc	..	3.10			
contact lens solution						65	200 cc	..	4.50			
	7.5 cc	0.36	..	0.54		66	400 cc	..	5.75			
SS (641 HSL)						atomiser	90 cc	..	7.35			
oot powder	60 g	0.11	0.03	0.19		refill	90 cc	..	3.75			
CMEN (845 GM)						perfume						
nulsion		0.35	0.08	0.58		trial size	1.0 cc	..	0.50			
ick		0.30	0.08	0.50		48	3.5 cc	..	1.85			
EEYETEC (1073 Robinson)						49	7 cc	..	3.10			
rst aid dressings with						50	10 cc	..	4.50			
metallic strip waterproof						51	15 cc	..	5.75			
ressing strips						52	30 cc	..	9.50			
¾ in x 2½ in	48	0.225			BRAIDOSOL (262 CIBA)		0.12	..	0.18			
¾ in x 3 in	144	0.645			lozenges	24						
1½ in x 3½ in	50	0.515			pack of 20				d			
1¾ in x 2½ in	50	0.30			BRAUN (1588 HG)							
1 in x 1½ in	50	0.25			hair dryer	HLD	9.41	1.66	12.00			
finger dressing						HLD4	5.89	1.04	7.50			
1 in x 7 in	24	0.525			BRONNLEY (194 Bronnley)							
wound dressing					country herb							
2 in x 3 in	50	0.66			talcum powder	0147	..	0.35				
1½ in x 2 in	50	0.36			soap country herbs							
without metallic strip					visitors (6)		..	0.66				
ressing strip					export de luxe	0122			d			
¾ in x 1½ in	144	0.59			BROXODENT (713 KH)							
wound dressing					automatic toothbrush							
1½ in x 1½ in	50	0.32			230/250v		..	9.45				
waterproof strapping					110/230v		..	10.95				
½ in x 5 yd	12	1.06			BROXOJET (713 KH)							
1 in x 5 yd	12	1.51			dental spray			18.90				
2 in x 5 yd	12	2.495			dual voltage			19.90				
3 in x 5 yd	12	3.325										
					BRUMES (933 PLG)							
					parfum de toilette							
						15 cc	..	0.95				
						50 cc	..	1.85				
						100 cc	..	3.10				
						200 cc	..	4.50				
						400 cc	..	5.75				
						1.0 cc	..	0.50				
						3.5 cc	..	1.85				
						7 cc	..	3.10				
						10 cc	..	4.50				
						15 cc	..	5.75				
						30 cc	..	9.50				
					BRUT (446 Fl)							
					deodorant stick		..	0.80				
					BUDALE (346 Dales)							
					tablets	100	8.40dz	..	†s4A			
						500	2.75	..	†s4A			
					BUNTY (234 Cartwright)							
					powder	tin	0.93dz	0.235dz	0.13½			
					soap	..	1.09dz	0.275dz	0.15½			
					BUZZ OFF (252 Chelspa)							
					liquid	35 cc	1.02dz	0.255dz	0.15			
					BYDOLAX (878 Napp)							
					syrup	150 ml	0.21	..	0.30			
					CADUM (280 CP)							
					soap toilet		2.78	0.695	0.05½			
							(6 dz)	(6 dz)				
							2.70	0.675	0.08			
							(4 dz)	(4 dz)				
					CAFFEXEN (211 Butler)							
					100 ml	0.155	0.04		0.27			
					CALCIUM-SANDOZ (1098 Sandoz)							
					chocolate flavoured tablets	30			d			
					CALDECUM (695 TK)							
							0.24	..	0.36			
					CALGITEX (828 MAL)							
					bacteriological wool							
						1.5 g	0.39					
						113 g	5.50					
						227 g	10.00					
						454 g	12.50					
					dental wool	12	3.84					
					first aid dressing	6	1.32					
						100	17.50					
					gauze 10 x 18 cm	6	2.40					
					ribbon gauze	6	2.40					
		</										

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
CESTRA (1073 Robinson)				Ritual					Diorling		
face masks standard	15.94			bath oil 420-1	..	..	2.30		eau de Cologne 56 cc	..	..
(1 gross)				Cologne 425-1	..	..	1.15		atomiseur 56 cc	..	..
CHAPPIE (967 Petfoods)				dry deodorant 427-5	..	..	1.15		eau de toilette 56 cc	..	..
economy	1.26dz	0.20dz	0.14½	dusting powder 431-5	..	..	1.85		112 cc	..	..
CHARABS (727 Lane)				night treatment 235-1	..	..	3.75		perfume		
tablets	95	0.17	0.045	235-2	..	..	6.20		aerosol atomiseur		
180	0.26	0.065	0.46	rousing face wash 438	..	..	1.95		14 cc	..	..
CHARLES OF THE RITZ (248 COTR)				soap 437-5	..	..	0.95		handbag atomiseur		
alabaster hand lotion				sparkling gel cleanser					model voyage		
342-4	..	..	1.38	439	..	..	1.95		Fraiche		
antiperspirant 352-3	..	..	1.20	spray Cologne 425-2	..	..	2.07		bath oil 28 cc	..	..
A.P.D. Ritz 353-2	..	..	1.02	velvet perfume 430-1	..	..	1.60		Cologne atomiseur		
astringent cream 252-1	..	..	2.30	Ritz cleanser 208-4	..	..	1.15		56 cc	..	..
astringent mild 301-4	..	..	1.05	mat 290-1	..	..	2.10		eau de Cologne 56 cc	..	..
auto-lashique 134-1	..	..	1.29	pearlised 290-1P	..	..	2.25		110 cc	..	..
refill 134-9	..	..	0.87	rousse 125-0	..	..	1.65		hand cream		
blushing pommade				skin bloom lotion					lip gloss		
299-01	..	..	1.95	277-2	..	..	1.29		lipstick		
blushing powder 170-01	..	..	2.25	skin freshener 302-4	..	..	1.10		Miss Dior		
body works 470-8	..	..	1.38	302-8	..	..	1.85		dusting powder		
cheek pommade cleargel				302-16	..	..	2.80		220 cc	..	..
157-1	..	..	1.77	special cream 247-1	..	..	0.97		eau de Cologne 56 cc	..	..
Chiario				special formula concentrate					110 cc	..	..
bronzer 532-2	..	..	1.38	255-1	..	..	2.70		220 cc	..	..
Cologne 530-4	..	..	2.30	251-1	..	..	1.80		atomiseur 56 cc	..	..
dry deodorant 534-4	..	..	1.15	251-2	..	..	2.70		114 cc	..	..
face conditioner				251-4	..	..	3.90		eau de satin body lotion		
531-4	..	..	2.02	special lotion 304-4	..	..	1.10		84 cc	..	..
face tamer 533-4	..	..	2.02	Sun-Bronze					eau de toilette 16 oz	..	..
talc 535-3	..	..	1.15	deep tone tube 604-2	..	..	0.95		atomiseur 56 cc	..	..
Directoire				bottle					112 cc	..	..
bath oil 462-2	..	..	2.07	604-3	..	..	1.40		voyage 56 cc	..	..
floreal 412-2	..	..	1.44	604-5	..	..	2.35		110 cc	..	..
412-4	..	..	2.07	605-2	..	..	0.95		220 cc	..	..
mist 412-3	..	..	2.70	bottle 605-3	..	..	1.40		perfume		
talc 455-4	..	..	1.15	605-5	..	..	2.35		aerosol atomiseur		
toilet soap (3) 472-2	..	..	1.45	throat cream concentrate					7 cc	..	..
disaster cream 253-1	..	..	1.30	226-1	..	..	2.70		14 cc	..	..
dry skin cleanser 202-4	..	..	1.44	veillesence 280-1	..	..	5.75		28 cc	..	..
dual lotion 305-4	..	..	1.80	velvet foam 204-2	..	..	1.10		handbag atomiseur		
305-8	..	..	2.70	texture lotion 224-4	..	..	1.60		model voyage 7 cc	..	..
eyebrow makeup compact				CHARM (1327 WSL)					pour le sac		
146-IN	..	..	1.44	hairpins polypak	2.90	0.725	0.04		standard 14 cc	..	..
eye cream 243-1	..	..	1.10	(gross)		(gross)			28 cc	..	..
eyelash cream 244-0	..	..	0.75	CHIRON (387 DBMP)	0.19	0.05	0.30		56 cc	..	..
eyelid lustre 147-1	..	..	1.44	barrier cream tube					soap toilet (3)	..	..
eyelid makeup compact				CHLOROMYCETIN (938 PD)					bath (3)	..	..
145-IN	..	..	1.44	Redidrops					talc 112 cc	..	..
eye oil concentrate				ophthalmic 0.5%					nail enamels		
225-0	..	..	1.25	10 ml 0.32	..	..	0.48	TS	cream	..	..
eye oil treatment stick				CHLORO-YEAST (1198 (SIC)					frosted	..	..
227-0	..	..	2.20	tablets 20	1.37dz	0.34dz	0.20		ultra cream	..	..
eye pencil 152-2	..	..	1.44	125	3.90dz	0.98dz	0.56		ultra frosted	..	..
refill 152-9	..	..	0.60	CHOLOXON (95 Baxter)					remover	..	..
eye shadow liqui-cream				tablets 50	1.50	0.38	†s4B		super base	..	..
153-1	..	..	1.44	250	5.10	1.27	†s4B		super sealer	..	..
eye shadow pommade				CHRISTIAN DIOR (248 COTR)					for men	..	..
156-1	..	..	1.55	existing entry				d	after shave 56 cc	..	..
face shaders 168-1	..	..	2.55	CHRISTIAN DIOR (1619 PCDL)				t	110 cc	..	..
feather touch cleanser				apricot cream	..	..	1.13		112 cc	..	..
203-4	..	..	1.47	cuticle oil	..	..	0.70		travel pack	..	..
203-8	..	..	2.15	cuticle remover	..	..	0.70		Cologne	..	..
203-16	..	..	3.25	Diorama					110 cc	..	..
face powder 169-2	..	..	2.35	dusting powder					220 cc	..	..
firmscence 770 lotion				220 cc	..	..	3.17		16 oz	..	..
418-1	..	..	4.55	eau de Cologne 56 cc	..	..	1.99		32 oz	..	..
cream 416-2	..	..	4.55	eau de Toilette 56 cc	..	..	3.28		112 cc	..	..
hand cream 248-2	..	..	0.75	110 cc	..	..	4.92		atomiseur	..	..
heel & elbow treatment				perfume					travel pack	..	..
249-2	..	..	4.60	aerosol atomiseur					deodorant atomiseur	..	..
lipsticks				14 cc	..	..	6.35		foam shave aerosol	..	..
liqui-cream foundation				handbag atomiseur	..	..	3.60		pre-shave 110 cc	..	..
281-1	..	..	3.70	model voyage	..	..	3.88		shaving cream	..	..
pressed powder compact				Dioressence					soap toilet (3)	..	..
155-1	..	..	1.47	after bath friction	..	..	2.16		bath (3)	..	..
refill 155-9	..	..	0.92	atomiseur 1½ oz	..	..	2.16		talc 112 cc	..	..
liqui fresh 308-4	..	..	1.05	3 oz	..	..	3.46		CIBA-1906 (262 CIBA)		
mascara 154-1	..	..	1.44	bath perfume ½ oz	..	..	2.60		tablets 0.5 g 1000	4.91	..
medicated lotion 311-2	..	..	1.05	body lotion 3 oz	..	..	2.51		CIRCULIN (727 Lane)		
Miss Ritz				foaming milk bath	..	..	2.58		forte 120	0.35	0.09
blotter 711-1	..	..	2.02	soap toilet (3)	..	..	1.66		CIRCULINOL (727 Lane)		
colouring stick 757-1	..	..	1.38	bath (3)	..	..	2.78		100	0.57	0.145
eye shadow 705-0	..	..	1.44	Diorissimo					CLAIROL (172 BMCL)		
fizz for creaming				dusting powder					Born Blond colourant	0.315	0.079
759-2	..	..	1.25	220 cc	..	..	3.17		lightener 0.373	0.093	0
moisturising 758-2	..	..	1.60	eau de Cologne 56 cc	..	..	1.99		Nice N' Easy hair colour	0.307	0.077
washing 760-4	..	..	1.25	110 cc	..	..	3.40		CLEAN-N-SOAK (35 Allergan)		
lights 725-04	..	..	1.15	atomiseur 56 cc	..	..	2.30		(distributors 1121 Searle)		
mask 254-2	..	..	1.65	114 cc	..	..	3.93		soaking solution 120 cc	0.54	..
moisturiser 708-1	..	..	1.44	eau de satin body lotion	..	..	2.51		CLEAN-N-SOAKIT (35 Allergan)		
novesscence 230-2	..	..	7.35	eau de toilette					(distributors 1121 Searle)	1.00	..
refills 230-R1/2	..	..	3.70	atomiseur 56 cc	..	..	2.51		CLEAN-N-STOW (35 Allergan)		
oily skin cleanser 201-4	..	..	1.44	112 cc	..	..	5.32		(distributors 1121 Searle)	1.20	..
powder box 161-3	..	..	2.00	voyage 56 cc	..	..	3.28		Prep Pak	1.50	..
161-5	..	..	2.70	110 cc	..	..	4.92		CLEESOL (576 PH)		
Revenesscence				perfume					½ gal 0.43	..	..
after shave 322-2	..	..	2.60	aerosol atomiseur					1 gal 0.84	..	..
cream 241-0	..	..	2.10	7 cc	..	..	4.80		CLOSE UP (412 Elida-Gibbs)		
241-1	..	..	3.20	14 cc	..	..	6.35		toothpaste economy 2.24dz	0.56dz	0
241-2	..	..	5.00	28 cc	..	..	8.81		COBADEX (311 C)		
lotion 321-2	..	..	3.33	handbag atomiseur	..	..	3.60		ointment 0.5% 20 g	0.35	..
321-4	..	..	5.20	model voyage 7 cc	..	..	3.88		1% 20 g	0.50	..
mask 250-1	..	..	1.80	pour le sac	..	..	2.30		CODELLA (878 Napp)		
moisture glow cream				standard 14 cc	..	..	6.35		cream 25 g	0.09	0.03
239-01	..	..	3.20	28 cc	..	..	8.80		100 g	0.20	0.05
240-02	..	..	3.33	soap toilet (3)	..	..	1.66		COJENE (1530 Fisons)		
				bath (3)	..	..	2.78		tablets 35	2.36dz	0.59dz
				talc 112 cc	..	..	1.27				

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p				
TE (280 CP)				CYSTOPURIN (1530 Fisons)				DOROT (384 Dorot)							
cream				tablets	40	1.46dz	0.37dz	0.18	medicated soap	75 g	0.84dz	0.21dz	0.12		
ther or brushless ..	1.54dz	0.385dz	0.19½	80	2.39dz	0.60dz	0.33								
TEL (413 Lilly)				D.43 (458 FPL)				DR. BROWNS (1442 BCB)							
450 ml	0.41	0.10	0.72	shampoo	sachet	0.75	0.19	0.05	cough bottle	..	1.74dz	0.42dz	0.23 +DDI		
EVES (1534 Fennings)					(25)	(25)		pastilles	..	1.08dz	0.26dz	0.15 +DDI			
mic elixir 150 ml	3.75dz	0.94dz	0.50	95 cc	1.87dz	0.47dz	0.26								
QUE (1556 Farillon)				480 cc	8.63dz	2.16dz		DRENISON (413 Lilly)							
ng solution 110 ml	0.44	..	0.66	1920 cc	24.00dz	6.00dz		cream	15 g	0.59	..	0.89 TS			
ng solution 60 ml	0.44	..	0.66					with neomycin	15 g	0.63	..	0.95 TS			
105 BTD)				DAMAROIDS (641 HSL)				ointment	15 g	0.59	..	0.89 TS			
erspirant aerosol				tablets concentrated	50	0.46	0.115	0.80	with neomycin	15 g	0.63	..	0.95 TS		
standard	2.45dz	0.615dz	0.32	special	72	0.83	0.21	1.46							
economy	3.065dz	0.77dz	0.40	standard	50	0.22	0.055	0.38							
roll on	2.145dz	0.54dz	0.28	DANERAL (614 Hoechst)				d							
refill	1.765dz	0.445dz	0.23	entire entry											
CURE (1618 BFL)				DANUSA (1467 Trend)					DRINAMYL (1153 SKF)						
0.155	0.04	0.24		body moisturiser	0.65	0.165	1.35		Spansule capsules						
MJST (682 KCL)				bubble bath	0.44	0.11	0.91		No.1	30	0.33	..	0.50 †s4A		
orant	1.37dz	0.34dz	0.20	giant	1.43	0.36	2.92		250	2.41	..	..	3.62 †s4A		
N' DRY (109 BCL)				cleansing milk	0.29	0.075	0.60		No.2	30	0.40	..	0.60 †s4A		
orant aerosol				with moisturiser	0.41	0.105	0.85		250	2.78	..	..	4.17 †s4A		
70 g	1.25dz	0.31dz	0.18	solid	0.35	0.09	0.73		tablets	100	0.35	..	0.53 †s4A		
110 g	1.465dz	0.365dz	0.21	deodorant spray dermatolc	0.53	0.135	1.06		1000	3.24	..	..	4.86 †s4A		
75 cc	0.87dz	0.22dz	0.12½	invisible	0.36	0.09	0.75								
refill	0.70dz	0.17dz	0.10	face moisturiser	0.38	0.095	0.78		DROLEPTAN (666 Janssen)						
RS (200 B&P)			d	fluid depilatory	0.36	0.09	0.75		ampoules 2 ml	10	2.25	..	..	†s4B	
RS (315 CPC)			i	giant	0.53	0.135	1.06		50	10.50	..	..	..	†s4B	
RS (295 CM&R)				nourishing face cream					tablets 10 mg	50	1.85	..	..	†s4B	
sols				tube	0.33	0.085	0.66								
resh-aire-Super	..	..	0.23	jar	0.67	0.17	1.38		DRURYS (1618 BFL)						
octurne	..	..	0.38	soap	0.24	0.06	0.43		infants' soothing mixture	0.10	0.025	0.15			
ing entry of nocturne			d	tonic dew spray					0.23	0.06	0.34				
LLA (157 Boxford)				standard	0.34	0.085	0.70								
19 oz	2.26dz	tax paid	0.23½	giant	0.57	0.145	1.17		DURABOLIN (917 Organon)						
RONIL (413 Lilly)				tonic hand cream	0.30	0.075	0.62		ampoules 25 mg/ml 100	33.25	..	..	49.87½†s4B		
ules	100	0.69	..	DAPRISAL (1153 SKF)											
EX (534 GT)				tablets	50	0.29	..	0.44 †s4A	D. X. (608 Hinders)						
7 ml	0.075	0.019	0.14	500	2.56	..	..	3.84 †s4A	vaporiser insole	pair	3.36dz	0.36dz			
ROPHIN (917 Organon)			d	DAPTAZOLE (894 Nicholas)					DYLASH (772 Lon)						
ROPHIN-ZN (917 Organon)				injection 30 mg	6	1.86	..	2.79	eyelash dye		0.48	0.12	0.90		
ction 20 iu/ml 5 ml vial			d	25	6.70	..	..	10.05	DYLON (816 Mayborn)						
UCID (187 BS)				50	1.45	..	..	2.18	cold fix sachet		0.24dz	..	..	0.03	
3 g	0.39	..	0.59 †s4B	tablets 100 mg	50	1.45	..	2.18	curtain white sachet		0.48dz	..	..	0.06	
A BRAVA (106 Beetham)				DARKON (641 HSL)					bottle		1.80dz	..	..	0.22½	
-tan cream	30 g	1.68dz	0.42dz	hair pomade	55 g	0.20	0.05	0.35	paintext cold dye						
ZYM B (917 Organon)			d	DAY-VITS (705 Kirby)					thickener carton		0.64dz	..	..	0.08	
ets pack of 30				tablets	30	2.50dz	..	0.35	DTYAC (1153 SKF)						
(301 Coty)				DECKERS (923 OG)					capsules 50 mg	30	0.87	..	..	1.31	
wing lipcolor	0.70	0.175	1.25	bay rum	5oz	0.10	0.025	0.18	250	6.97	..	..	10.46		
ra legs				DEE (652 Ingasetter)					capsules	30	0.94	..	..	1.41 †s4B	
eg bronzer	0.46	0.115	0.75	lavender	3 oz	0.34	0.09	0.60	250	7.56	..	..	11.34 †s4B		
& GATE (307 C&G)				6 oz	0.54	0.14	0.95		EAREX (402 Earex)						
k food				handbag	0.14	0.04	0.25		aseptic wool		0.06	..	..	0.07½	
ull cream	454 g	3.79dz	..	DEFERGEL (1620 Lloyd's)				0.75	drops	12 ml	0.15	0.037	0.25	d	
alf cream	454 g	3.79dz	..	DENTIFOAM (165 Bran P)					nice ears (correctors)						
umanised	454 g	3.81dz	..	denture cleanser	1.40dz	0.35dz	0.20		EASY (412 Elida-Gibbs)						
AM SILK (412 Elida-Gibbs)				DEPIXOL (779 Lundbeck)					stick refill		0.785dz	0.195dz	0.09		
r conditioner				(distributors 1556 Farillon)					hair grower forcer		1.40dz	0.35dz	0.25		
lyaway or brittle				ampoules 20 mg/ml 10	8.00	2.00	†s4B		pine tar shampoo		0.75dz	0.187dz	0.12		
sachet	0.40dz	0.10dz	0.05	40 mg/2 ml 10	12.50	3.125	†s4B		prescription 483		1.40dz	0.35dz	0.25		
bottle	1.375dz	0.345dz	0.18	DEPTH CHARGE (1113 S&B)					ECOMYTRIN (1310 WW)					d	
PLINE (1068 Roberts)				sea foam bath	sachet	0.76dz	0.19dz	0.10	cream with hydrocortisone 15 g						
igh syrup	small	1.24dz	0.31dz	130 cc	4.32dz	1.08dz	0.57	0.57	ECRINAL (900 Norton)		10.80dz	2.70dz	1.50	d	
large	2.41dz	0.60dz	0.34	DERMON (641 HSL)					ECUSSON (Jean d'Albret) (1145 Sirex)					i	
WN (1073 Robinson)				ointment	20 g	0.09	0.02	0.15	ECUSSON (1624 JAOL)						
m caps	6	1.65dz	0.413dz	DETHLAC (506 Gerhardt)				0.32	EDEN (29 Alfonal)						
ol felt	6	0.685dz		aerosol	142 g	2.85dz	..		fruit juices						
4½ in x 2½ in x ¾ in	0.965dz			DEXEDRINE (1153 SKF)					apple	24½ oz	2.39dz	0.43dz	0.29½		
4 in x 3 in x ¾ in	0.965dz			Spansule capsules					blackberry	24½ oz	4.23dz	0.75dz	0.52		
A. (1091 Rybar)				10 mg	30	0.25	..	0.38 †s4B	blackcurrant	24½ oz	3.54dz	0.63dz	0.43½		
28 ml	0.90dz	0.22dz	0.13	250	1.74	..	..	2.61 †s4B	morello cherry	24½ oz	4.13dz	0.74dz	0.51		
AL (333 Cupal)				15 mg	30	0.29	..	0.44 †s4B	quince	24½ oz	2.73dz	0.48dz	0.33½		
hedrine oil			d	250	2.09	..	..	3.14 †s4B	redcurrant	24½ oz	3.04dz	0.54dz	0.37½		
SONS (338 Cussos)				tablets	5 mg	100	0.25	..	diabetic fruit juices						
after shave	1.444dz	0.356dz	0.20	1000	1.74	..	..	2.61 †s4B	blackcurrant	24½ oz	5.01dz	0.89dz	0.61½		
illiantine liquid	58 cc	1.011dz	0.25dz	DIBENYLIN (1153 SKF)					morello cherry	24½ oz	5.98dz	1.07dz	0.73½		
112 cc	1.66dz	0.41dz	0.23	capsules 10 mg	100	0.81	..	1.22	redcurrant	24½ oz	4.35dz	0.78dz	0.53½		
perial Leather				powder	10 mg	6.68	..	10.02	honey						
after shave	2.526dz	0.624dz	0.35	DIMELOR (413 Lilly)					country flower	1 lb	6.17	..	..	0.32	
isting entry	3.609dz	0.891dz	0.50	tablets 500 mg	100	1.09	..	1.64 †s4B	(2 dz)	..	..	..
illiantine liquid both sizes			d	500	5.12	..	..	7.68 †s4B	dalmatian sage	1 lb	4.13dz	..	..	0.43	
ICURA (1491 Cuticura)				suspension	16 oz	0.56	0.14		lime & locust	1 lb	3.585dz	..	..	0.37	
nd cream	50 g	1.24dz	0.31dz	DIOVOL (1441 Wallace)				0.15	sage	1 lb	3.475dz	..	..	0.36	
100 g	1.86dz	0.465dz	0.26	tablets	18	1.14dz	0.263dz		sunflower	1 lb	3.175dz	..	..	0.33	
30 g	0.924dz	0.231dz	0.13	DIPIDOLOR (666 Janssen)					wild blossom	1 lb	3.15dz	..	..	0.33	
tube	78 g	1.73dz	0.433dz	forte	100	1.16	0.29								
edicated liquid	25 g	1.06dz	0.265dz	250	1.23	0.31			EDRISAL (1153 SKF)						
ntment	64 g	1.73dz	0.433dz	50	0.27	0.07			tablets	50	0.18	..	..	0.27 †s4B	
ampoo	sachet	0.325dz	0.081dz	ampoules 2.15 ml	10	2.48	..	†s4B	500	1.61	..	..	2.42 †s4B		
bottle	75 cc	1.41dz	0.353dz	DISTALGESIC (378 Dista)					lightweight elastic yarn						
125 cc	2.05dz	0.513dz	0.27	tablets	100	0.65	..	†s1	thigh stockings						
ave foam	2.23dz	0.558dz	0.31	500	2.92	..	..	†s1	open or closed toe	pr	1.60				
aving stick	1.53dz	0.383dz	0.21	DISTAQUAINE V-K (378 Dista)				d							
refill	0.94dz	0.235dz	0.13	tablets 250 mg	12				EESINNESS (1625 Sallis)						
ap	85 g	0.76dz	0.19dz	DOLALGIN (971 PSMB)					standard elastic yarn						
128 g	1.07dz	0.268dz	0.15	tablets	50	0.29	..	0.43½†s4A	circular knit						
80 g	1.12dz	0.28dz	0.15½	500	2.20	..	..	3.30 †s4A	anklets	pr	0.97				
120 g	1.53dz	0.383dz	0.21	DOLOXENE (413 Lilly)					knee caps	pr	0.97				
CLAX (341 Cyclax)				Pulvules 65 mg	100	1.01	..	1.52 †s1	stockings						
kin bracer	sachet	..	0.04 or	500	4.55	..	..	6.83 †s1	below knee	pr	1.53				
			3 for 0.10	20	0.29	..	..	0.44 †s1	thigh length						
CLOSERINE (413 Lilly)				100	1.14	..	..	1.71 †s1	for women	pr	1.77				
Pulvules 125 mg	100	4.00	..	500	5.16	..	..	7.74 †s1	with suspenders						
250 mg	40	3.14	..	DOLOXYTAL (413 Lilly)				1.43 †s4A	for men	pr	1.90				
100	7.38	..	11.07 TS	Pulvules	100	0.95	..		flatbed knit						
PHOIDS (1152 SK)				DOPAMET (117 BPL)					anklets	pr	1.36				

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
stockings				gift box	982.00		2.75	sea bath foaming			
above knee pr	2.54				985.00		15.00		684.06		1.7
below knee pr	2.08				976.00		34.00	sea dust	687.00		2.1
thigh length					966.00		5.25	spray	687.46		1.7
less than 29"					955.01		2.25	sea emollient	681.06		2.3
for women pr	2.62				994.00		31.00	sea fluff	685.22		1.7
for men pr	2.76				983.00		8.50	sea gelee	680.99		1.1
more than 29"				gloss over	620.00		0.65	sea smooth lotion			
for women pr	2.96			handkerchief tissues	777.00		0.30		683.06		2.1
for men pr	3.10			healing cream	102.02		0.90	sea salts	688.06		2.1
EESINET (1625 Sallis)				Illusion foundation	410.00		0.95	sea splash	682.06		2.1
elastic net, nylon					410.98		0.95	self portrait eyes			
anklets pr	0.92				411.00		2.35	powdercream shadow			1.2
kneecaps pr	0.76			invisible veil compact	552.00		0.85	powderfrost shadow			1.2
stockings					524.00		2.50	ultrafrost shadow			1.2
below knee pr	1.16			powder with puff	526.00		1.25	sensitive skin cream	106.01		0.8
thigh length				powder	400.00		1.40		106.02		1.4
for women pr	1.48			leg tint	658.E.O.		1.45	shampoo egg fluff	313.83		0.8
with suspenders				lipstick case gilt	660.E.O.		1.65	skin tonic gloss	208.69		0.8
for men pr	1.62				633.01		0.70		208.79		1.8
ELASTO (887 New Era)				liquid morning or	126.02		2.85		208.81		3.4
nature salve	2.06dz	0.51dz	0.30	night cream	794.00		1.00	lightweight	208.55		0.8
tablets	3.10dz	0.78dz	0.45	make-up brush	792.00		0.50		208.80		1.8
	12.30dz	3.07dz	1.80	mascara	392.00		0.95	soothing lotion	203.00		0.9
ELASTOPLAST (1155 S&N)				creamy-lash color	130.00		1.25	spatula	789.00		0.2
doctors set	4554	10.66dz	1.26	mascaretic	131.00		0.85	special astringent	201.59		0.9
refill	455C	1.615dz	0.19%	refill	388.00		1.30	special eye cream	361.01		0.9
	455D	1.50dz	0.17%	refill	389.00		0.95	special hormone cream	121.01		2.1
	455E	1.615dz	0.19%	men's					701.99		0.9
	455F	1.235dz	0.15	after shave lotion	900.02		0.65	sun gelee	701.99		0.9
	455H	1.615dz	0.19%		900.00		1.20	sunpruf cream	700.99		0.8
ELIXIR PHENOBARBITONE WITH ANEURIN (576 AH)					901.00		1.75	transparent powder	503.00		1.7
dp 500 ml	0.50		0.75	sandalwood	902.02		0.65	compact	504.00		1.1
dp 21	1.75		2.63		900.11		1.20	refill	505.00		0.7
ELIZABETH ARDEN (60 Arden)				gelee	907.00		0.65	large	506.00		0.9
anti-brown masque				atomiser	924.00		0.95	Ultra Amoretta	402.00		0.9
	114.01		1.15	Classic Cologne	927.00		1.85	veiled radiance	417.33		1.7
astringent patter	770.00		2.50	deodorant cream	920.00		0.75	vitamin cream	117.01		0.9
atomiser	788.00		0.95	liquid	919.00		0.75		117.02		1.6
Beauty Sleep	127.33		1.80	roll-on	935.00		0.75		117.04		2.6
	127.34		3.50	spray	918.00		1.50	ELMBALM (250 Cheetham)			
	127.35		5.90	eau de Cologne	923.02		0.70	ointment	small	1.05dz	0.26dz
body cream	344.55		0.80		923.00		1.30		medium	2.25dz	0.56dz
	344.85		1.20	hair cream	933.00		0.75	EMAIL DIAMANT (1528 Capucci)			
Bye-Lines	214.02		2.75	tonic	936.00		1.50	toothpaste		3.20dz	0.80dz
cleansing cream	110.02		0.85	pre-electric shave lotion	916.00		1.20	EMBADREN (1198 SIC)			
	110.04		1.40	shampoo	917.00		1.75	cream	tube	2.33dz	0.58dz
	110.08		2.35	foam	903.00		0.95		jar	5.14dz	1.28dz
	110.16		3.85	skin shield	904.99		1.20	EMBROLIN (488 Fylde)			
colour clear blushing gel	423.95		1.50	soap hand	921.00		0.55	(distributors 234 Cartwright)			
bronzing gel	422.97		1.95	bath	922.00		0.80	EMKO (506 Gerhardt)			
colour veil compact	549.00		1.85	travel	921.23		0.80	vaginal foam kit	25 ml	0.17	0.043
refill	548.66		0.75	talcum	909.02		0.55	refill	100 ml	0.37	0.093
	550.00		0.75	traveller II gift case	940.00		2.40	ENGLATE (894 Nicholas)			
complexion clear	120.02		1.25	weekender	323.00		1.75	syrup	200 ml	0.52	0.78
cream patter	780.00		2.50	milky liquid cleanser	202.72		1.25	tablets	50	0.52	0.78
creme extrordinaire	125.01		2.30		202.81		2.60	ENPAC (53 A&B)	60 g	0.42	0.10
	125.02		3.90	moisture cream	103.01		0.90	ENTREX (680 Kalium)			
	125.35		5.90	oil	209.55		0.70	powder		0.72dz	0.18dz
eight hour cream	118.01		0.85	nail enamel cream	345.50		0.65			1.32dz	0.33dz
	118.99		1.15	pearlized	345.51		0.80	liquid	1 oz	0.96dz	0.24dz
eyebrow brush	781.00		0.30	translucent	345.52		0.65	tablets			
eyebrow pencil	373.00		0.40	basecoat	352.00		0.65	standard	dp200	0.445	0.45
automatic	394.00		0.95	clear base	350.00		0.65	dp1000	1.47		
refill	395.00		0.40	top coat	351.00		0.65	ENZYVITE (83 Bancroft)			
eyelashes	398.00		1.70	lacquer remover	343.62		0.50	tablets	50	4.00dz	1.20dz
extra thick	399.00		1.80	orange skin food	113.01		0.85	tablets	100	6.20dz	1.86dz
extra long	368.00		1.80		113.02		2.35	EQUADIOL (1352 Wyeth)			
full	384.00		1.80	pat-a-creme	408.00		0.90	tablets		0.64	0.82
semi	383.00		1.65	pore cream	115.28		0.70	EQUAPRIN (1352 Wyeth)		0.46	0.61
lower	382.00		1.65	puff for compacts	784.00		0.15	tablets	100		
spikelet	385.00		1.80		782.00		0.25	ERASMIC (412 Elida-Gibbs)			
fixative	398.99		0.35	rouge cream	602.01		0.80	shaving stick	1.335dz	0.335dz	0.18
eyeliner brush	790.00		0.40	moisture soap	686.00		0.75	refill	0.865dz	0.215dz	0.11
liquid-cream			0.85					EROSIA (641 HSL)			
eyeliner pencil	369.00		0.85					bust developing cream	45 g	0.29	0.07
refill	370.00		0.40							0.08	0.02
eyeliner cake	379.00		0.80					ERYTEX (211 Butler)	jar	0.50	0.75
eye make-up remover	367.99		0.65					ESKACILLIN (1153 SKF)	500g		
eye shadow cake	381.00		0.80					tablets	tube		
cream	360.01		0.80					100			
creamy powder	377.00		1.20					200			
	379.00		1.45					ESKAMEL (1153 SKF)	25 g	0.15	0.037
shadow II	364.02		1.50					ointment	30	0.61	0.92
shado wand	793.00		0.45					Spansule capsules	250	4.90	7.35
eyebrow tweezers	774.00		1.25					250			
faint blush	419.00		1.95					150 ml	0.34		0.51
fluffy cleansing cream	112.02		0.85								
	112.04		1.40								
	112.08		2.35								
foundation, featherlight	403.00		0.90								

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
E LAUDER (425 ELC)				EXPANSYL (1153 SKF)				B.P.C. ventilated				
es sun	1.80	Spansule capsules 30	0.75	..	1.13 †s4B	1 in x 3 yd 04410/5	1.745dz	..	..
uree	250	5.98	..	8.97 †s4B	2 in x 3 yd 04411/6	2.79dz	..	..
antiperspirant deodorant	1.60	EXTIRMO (109 BCL)				2½ in x 3 yd 04412/7	3.48dz	..	..
bath crystals perfumed	4.30	fly spray aerosol	1.74dz	..	0.20	3 in x 3 yd 04413/8	4.145dz	..	..
bath gel	2.40	EYLURE (443 Eylure)				4 in x 3 yd 04414/9	5.32dz	..	..
with sponge	3.00	fashion lashes	..	..	..	6 in x 3 yd 04479/85	8.085dz	..	..
bath oil perfumed	5.00	soft points	5.05dz	1.23dz	0.75	elastic plaster adhesive	..	..	..
bath oil soap (2) with dish	3.50	nails	..	..	0.79	1 in x 1 yd 04550	0.83dz	..	..
bath powder	1.90	FABULO (554 Haetam)				2 in x 1 yd 04551	1.31dz	..	..
bath salts	3.30	hair rollers	..	..	..	½ in x 3 yd 04552	1.21dz	..	..
body satin rub	2.60	No.00 10	0.80dz	0.20dz	..	1 in x 3 yd 04553	1.745dz	..	..
conditioner & nourisher	3.00	No.1 8	0.80dz	0.20dz	..	first aid strip dressings	..	..	..
Cologne	2.10	No.2 6	0.80dz	0.20dz	..	1½ in x 1 yd 04310	1.17dz	..	..
spray concentrate	3.30	No.3 4	0.80dz	0.20dz	..	2½ in x 1 yd 04311	1.59dz	..	..
creme bath	2.40	new style large 4	0.70dz	0.175dz	..	3 in x 1 yd 04312	1.835dz	..	..
dusting powder silken	2.70	ex.large 3	0.70dz	0.175dz	..	first aid dressing	..	..	..
pressed	3.30	nail brushes	..	..	..	outfit "A" 04304	0.645	..	..
friction lotion 240 cc	3.20	penguin	1.25dz	0.315dz	..	"B" 04308	0.625	..	..
360 cc	4.50	swan shape	1.00dz	0.25dz	..	pocket tins 04253	0.575dz	..	..
hair spray	2.10	nylon combs	..	..	..	04254	1.15dz	..	..
hand cream	1.90	dressing	0.50dz	0.125dz	..	wound dressings flexible B.P.C.	..	..	..
milk bath	4.50	pocket 5 in	0.30dz	0.075dz	..	1½ in x 2 in 04260	0.57dz	..	..
mint pick up bath	2.40	5½ in	0.34dz	0.085dz	..	2 in x 3 in 04261	0.72dz	..	..
parfum purse spray	1.90	styling	0.40dz	0.10dz	..	flexible dressing strips	..	..	..
rinse	1.50	tail	0.38dz	0.095dz	..	¾ x 1½ in x 144 04275	0.545	..	..
setting aerosol spray	1.50	FACE UP (1113 S&B)				¾ x 1½ in x 144 04276	0.60	..	..
shampoo	1.50	salon facial	4.02dz	1.005dz	0.53	¾ x 3 in x 144 04277	0.65	..	..
soap cake	1.60	FAMLAX (1068 Roberts)				FLEX-STRAWS (1207 SBL)				
creme	1.80	tablets large	1.35dz	0.34dz	0.20	entire entry	..	..	d	
spree	1.80	FARLEYS (448 Farleys)				FLOWERDELLS (469 Flowerdells)				
tanning oil	1.80	milk food full cream	..	..	..	worm treatment	..	..	..
ra violet screening creme	2.10	FASTIDIA (761 Lilia-White)				tablets	50	0.10	0.025 0.18	
				mini pads 10	1.23dz	..	0.12½	100	0.14	0.035	0.25	
OLAN (923 OG)				FEEDRITE (454 Feedrite)				300	0.36	0.09	0.63	
			d	(distributors 1349 LW)	..	..	..	1000	1.00	0.25	1.75
OLAN (109 BCL)				teats, anti-colic, for	..	..	..	2000	1.68	0.42	2.94
tube	1.18dz	0.30dz	0.17	narrow neck	0.48dz	..	0.06	FOLEX-350 (1091 Rybar)				
BRAL (1352 Wyeth)	0.58	..	0.77½†s4A	wide neck	0.56dz	..	0.07	tablets	50	2.35dz	.. 0.29½	
ONAL (812 M&PP)	0.275	0.07	0.49 †DDI	FEFOL (1153 SKF)				FOLGUAL (1091 Rybar)				
RYL (430 Eucryl)	1.125dz	0.28dz	0.16	Spansule capsules 30	0.33	..	0.50	150 ml	3.60dz	0.90dz	0.52 †	
okers tooth powder	1.125dz	0.28dz	0.16	250	2.37	..	3.56	FOLICIN (930 P&B)				
HORAMIN (1091 Rybar)	4.20dz	..	0.52½†s4B	FENJAL (1113 S&B)				tablets	100	0.36	..	
plets	beauty soap	2.58dz	0.645dz	0.34	1000	1.40	..	..
HYMOL (938 PD)	1.00dz	0.25dz	0.14½	'Classic' or 'Fresh'	..	..	..	FOREVER (1376 Hartnell)			
bthpaste	1.47dz	0.367dz	0.21½	creme bath 21 cc	1.705dz	0.426dz	0.22½	(distributors 261 Christy)	..	..	..
REST (252 Chelspa)				42 cc	3.42dz	0.855dz	0.45	eau de toilette 2 oz	6.51dz	1.63dz	0.95	
ng relief lotion 35 ml	1.24dz	0.31dz	0.18	98 cc	6.82dz	1.705dz	0.90	perfume handbag	4.66dz	1.17dz	0.68	
R READY (439 ERC)	231 cc	1.14	0.285	1.80	¾ oz	12.34dz	3.085dz	1.80	
isting entry	decanter 140 cc	1.11	0.277	1.75	1 oz	32.91dz	8.23dz	4.80	
R READY (439 ERC)	moisturiser 110 cc	5.16dz	1.29dz	0.68	spray	9.73dz	2.435dz	1.42	
y batteries	Satin Touch talc 100 g	3.42dz	0.855dz	0.45	spray mist	8.09dz	2.025dz	1.18	
126	0.22½	FENNINGS (1534 Fennings)				talcum powder	3.70dz	0.925dz	0.54	
1289	0.12½	original mixture	1.38dz	0.34dz	0.19	FORHANS (1113 S&B)				
8	0.06	FEOSPAN (1153 SKF)				toothpaste	90 g	1.44dz	0.36dz 0.19	
800	0.12½	Spansule capsules 30	0.33	0.082	0.58	FORMULA 16 (1281 Vincent)				
991	1.00	250	2.37	..	3.56	(distributors 1377 R&A)	..	..	..
996	0.30	FERLUCON (179 BDH)				shampoo 55 cc	1.347dz	0.32dz	0.17	
B121	0.20	tablets 100	..	..	..	FORMULA 219 (641 HSL)				
B122	0.24	Filmtabs 150	2.05	..	..	50	0.27	0.07	0.47 †	
B123	0.32	FERROGRAD C (2 Abbott)				FORTIOR (878 Napp)				
B154	0.20	tablets 150	1.85	..	..	tablets	25	0.18	.. 0.28	
B155	0.25	FERROGRAD FOLIC (2 Abbott)				150	0.90	..	1.20	
D23	0.05	tablets 150	1.85	..	..	FREFLO (1349 LW)				
HP2	0.09	FERROL (573 JH)				feeding bottles wide neck	..	..	..
HP7	0.04½	compound 170.4 ml	3.15dz	0.787dz	0.45 †	with teat	..	..	..
HP11	0.08	454 ml	6.25dz	1.5625dz	0.89 †	high density polythene	..	..	..
HP16	0.05	FERRO MANDETS (746 Lederle)				4 oz	1.26dz	..	0.16	
PP1	0.25	pack of 100	..	..	..	8 oz	1.44dz	..	0.18	
PP3	0.14	FERYBAR (1091 Rybar)				heat resisting glass	8 oz	1.80dz	.. 0.22½	
PP4	0.17	150 ml	2.00dz	0.50dz	0.29	polycarbonate	4 oz	1.32dz	.. 0.17	
PP6	0.23	FESOVIT (1153 SKF)				8 oz	1.74dz	..	0.22	
PP7	0.27	Spansule capsules 30	0.38	..	..	spare caps and discs	..	..	..
PP8	0.80	250	2.74	..	..	set of 1	0.42dz	..	0.05	
PP9	0.32	FIERY JACK (488 Fylde)				set of 3	0.72dz	..	0.09	
PP10	0.96	(distributors 234 Cartwright)	..	..	..	teats (1)	0.56dz	..	0.07	
PP11	0.42	FINIFUME (705 Kirby)				(3)	2.08dz	..	0.19	
SP2	0.06	anti-smoking tablets 30	3.30dz	0.825dz	0.60 †	test cover	0.36dz	..	0.05	
SP11	0.05	FISHERMAN'S FRIEND (771 LCPL)				FRENCH ALMOND (1221 Windsor)				
SP996	0.32½	rubbing ointment	1.80dz	0.45dz	0.25	anti perspirant spray	..	..	0.45	
U12	0.03½	FIX (1351 WLU)				bath oil 55 ml	..	..	0.79	
U14	0.20	hair setting lotion	1.20dz	0.30dz	0.17½	bubble bath	..	..	0.89	
U16	0.03½	aerosol	2.89dz	0.72dz	0.42	creme perfume	..	..	1.09	
mercury batteries				FLEURS DU MONDE (446 FI)				hair spray perfumed
hearing aids	parfum ½oz	..	..	6.00	175 g	..	..	0.59	
MP675H	0.16	½oz	..	..	9.50	hand cream 163 g	..	..	0.55	
MS13H	0.16	1oz	..	..	14.00	perfume purse size	..	..	0.89	
MS41H	0.16	parfum de toilette 2oz	..	..	3.00	presentation 14 ml	..	..	1.59	
MS76H	0.19½	4oz	..	..	5.00	mist spray	..	..	1.09	
RM1H	0.22½	aerosol 1.85oz	..	..	3.00	skin perfume 25 ml	..	..	0.89	
RM13H	0.11	3.5oz	..	..	5.00	soap (2) 3½ oz	..	..	0.50	
RM312H	0.11½	poudre pour le corps				splash Cologne	..	..	1.59	
RM400H	0.13½	10oz	..	..	6.50	spray Cologne	50 g	..	0.89	
RM401H	0.22½	(3)	..	..	2.25	talcum puffer 113 g	..	..	0.55	
RM575H	0.13½	FLEXOPLAST (1073 Robinson) existing entry				shaker	..	..	0.45	
RM625H	0.18	FLEXOPLAST (1073 Robinson)	..	..	..	travel trio	..	..	0.89	
RM640H	0.21½	doctors' set 04290	1.065	..	..	velvet smooth	..	..	0.79	
RM675H	0.14½	refill 04291	0.96	..	..	FRESH 'N' COOL (109 BCL)				
TRI33H	0.67½	elastic bandage adhesive	..	..	..	antiperspirant 70 g	1.39dz	0.35dz	0.20	
otographic				B.P.C. full spread	..	..	..	110 g	1.81dz	0.45dz	0.26
PX1	0.43	1 in x 3 yd 04400/5	1.745dz	..	..	FRESH'N QUICK (903 NPU)				
PX14	0.61	2 in x 3 yd 04401/6	2.79dz	..	..	cleansing pads	1.08	0.27	0.07½	
PX23	0.31	2½ in x 3 yd 04402/7	3.48dz	..	..	(2 dz)	(2 dz)	..	..
PX24	0.44½	3 in x 3 yd 04403/8	4.145dz	..	..	FRESH-SOX (848 Minnesota)				
PX625	0.28	4 in x 3 yd 04404/9	5.32dz	..	..	deodorant insocks	2.71dz	0.305dz	0.35	
PX640	0.30	6 in x 3 yd 04465/72	8.085dz	..	..	FUNGDEX (1153 SKF)				
PX825	0.19	B.P.C. half spread	..	..	..	cream (vet.) 56 gm	0.40	0.10	0.70	
				2½ in x 3 yd 04420/2	3.48dz	..	..			
				3 in x 3 yd 04421/3	4.145dz	..	..			

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
GALA OF LONDON (876 MP)				Cedar Wood				HEINZ (593 Heinz)			
Affair				after shave lotion	0.229	0.057	0.40	strained foods			
Cologne spray	6.25dz	1.562dz	0.95	large	0.344	0.086	0.60	dinners and fruits			
GALLOWAYS (430 Eucryl)				antiperspirant spray	0.24	0.06	0.42	can 4½ oz	1.064	..	0.053
cough syrup	1.105dz	0.275dz	0.15½	stick	0.20	0.05	0.35	(2 dz)			
GAMGEE (1073 Robinson)				Cologne	0.258	0.065	0.45	all other varieties			
tissue BPC				foam shave	0.263	0.066	0.46	can 4½ oz	0.872	..	0.043
4 oz	0.158			hair cream	0.172	0.043	0.30	(2 dz)			
8 oz	0.288			hair spray	0.24	0.06	0.42	all other varieties			
16 oz	0.545			pre electric shave	0.229	0.057	0.40	jar 4½ oz	1.064	..	0.053
pink label				shave cream	0.149	0.037	0.26	(2 dz)			
4 oz	0.139			shaving bowl	0.315	0.079	0.55	junior foods			
8 oz	0.245			refill	0.20	0.05	0.35	dinners and fruits			
16 oz	0.455			talcum	0.172	0.043	0.30	can 4½ oz	1.064	..	0.053
GARDALL (265 JC&Co)				large	0.258	0.065	0.45	(2 dz)			
antiseptic	227.3 ml	0.85dz	0.212dz	GRADELY (250 Cheetham)				all other varieties			
568.2 ml	1.80dz	0.45dz	0.26½	foot paste	1.08dz	0.27dz	0.16	can 4½ oz	0.872	..	0.043
4.546 l	8.80dz	2.20dz	1.28½	GRIPHTIGHT (1349 LW)				(2 dz)			
GARLISOL (135 TB)				bottle brushes				all varieties jar	1.26	..	0.063
ointment	90 g	0.20	0.05	standard	0.66dz	..	0.08	(2 dz)			
GARRIGOS (148 Bouscarle)				de luxe with handle	1.02dz	..	0.13	toddler foods			
fruit compounds				feeding bottles narrow neck	0.96dz	..	0.12	can 7½ oz	1.26	..	0.063
apple, apricot, banana,				polythene with teat				(2 dz)			
lemon, orange, peach,				heat resistant glass							
pear	1 k	4.30dz		with teat	1.26dz	..	0.16	HELENA RUBINSTEIN (596 HR)			
blackberry, blackcurrant,				spare glass	1.02dz	..	0.13	moisture ices lipstick	..	..	0.67
sweet cherry, raspberry, red				polycarbonate with teat	1.44dz	..	0.18	HEMINEVRIN (68 Astra)			
currant	1 k	4.65dz		soothers				syrup	100 ml	0.60	..
wine concentrates				cherry or straight	0.345dz	..	0.05	500 ml	2.50	..	..
red, white, rose	1 k	7.60		soother rattle	0.52dz	0.13dz	0.09	HEPTONAL (1531 Delandale)			
(2 dz)				jelly filled	0.42dz	..	0.06	tablets	50	0.73	0.1825
sherry, port, muscat				teething ring soother	0.60dz	..	0.08	HERBALENE (781 Lusty)			
1 k	7.50			teats narrow neck				33 g	0.80dz	0.21dz	0.12
(2 dz)				cherry or straight	0.36dz	..	0.05	77.5 g	1.25dz	0.33dz	0.19
wine bases	1 k	3.00		GROSVENOR (547 Grosvenor)				141 g	2.00dz	0.52dz	0.29
(½ dz)				GROSVENOR (1622 DGL)				10 ml	1.20dz	0.30dz	0.20
GAYELORD HAUSER (29 Alfonal)				GUERLAIN (548 Guerlain)				HEWLETT (68 Astra)			
brewers yeast powder				lipshadings	..	..	0.65	teething jelly			
16 oz	4.80dz	..	0.60	treatment foundation	..	..	3.70	HEXOCIL (776 JML)			
GEEPS (1152 SK)				HAELAN (378 Dista)				HEXOCIL (938 PD)			
pastilles	0.95dz	0.237dz	0.14 †	cream/ointment	60 g	0.67	TS	solution	115 ml	2.16dz	..
GENASPRIN (1530 Fisons)				HAELAN-C (378 Dista)				2.25 l	2.88	..	4.32
50	1.36dz	0.34dz	0.20	cream/ointment	30 g	0.45	TS	HISTADYL E.C. (413 Lilly)			
100	2.20dz	0.55dz	0.32	HAELAN-X (378 Dista)				syrup	450 ml	0.59	0.15
GERBER (315 CPC)				cream/ointment	15 g	0.32	TS	2.25 l	2.59	0.65	4.54
orange juice	6 oz	..	0.15	HAIR-DO (556 HDC)				HISTALOG (413 Lilly)			
strained foods				existing entry				ampoules 50 mg/ml	6	2.81	..
all varieties				HAIR-DO (556 HDC)				HISTRYL (1153 SKF)			
except beef dinner				Continental				Spansule capsules			
4½ oz	0.535dz	..	0.05½	bubble bath	340 cc	1.20dz	0.30dz	paediatric 2.5 mg	30	0.34	..
instant foods				cleansing milk	340 cc	1.50dz	0.37dz	250	2.61	..	0.51
packet fruits and savoury	1¼ oz		d	hair spray refill	55 cc	0.88dz	0.22dz	30	0.46	..	3.92
junior food				105 cc	1.60dz	0.40dz	0.24	250	3.48	..	0.69
pears and pineapple, peaches, pears	7½ oz		d	No. 2 - crystal clear				250	3.48	..	5.22
GERIVIN (1091 Rybar)				refill	55 cc	0.76dz	0.19dz	HOLLISTER (2 Abbott)			
tonic	150 ml	2.70dz	0.67dz	105 cc	1.30dz	0.32dz	0.19	loop ostomy set			
250 ml	4.20dz	1.05dz	0.61½	hand cream	340 cc	1.50dz	0.37dz	bridge (20)	2.64		
GERMOLOIDS (104 BP)				lanolised spray refill				karaya seal (10)	5.17		
moist toilet tissues	1.86dz	..	0.20	55 cc	0.76dz	0.19dz	0.11	drainable bags (20)	8.80		
GEROVITAL H3 (1251 TTC)				105 cc	1.36dz	0.34dz	0.20	medical adhesive	2.76		
face lotion	1.66	tax paid	2.50	No. 2 - crystal clear				remover	2.20		
hair lotion	1.66	tax paid	2.50	refill	55 cc	0.64dz	0.16dz	ostomy belt	0.77		
GESTYL (917 Organon)				105 cc	1.12dz	0.28dz	0.17	stoma bags			
ampoules 1000iu/l ml				shampoo				adhesive (50)	10.50		
12	4.80	..	7.20 †s4B	egg and lanolin	340 cc	1.20dz	0.30dz	regular (50)	6.40		
GIBBS (412 Elida-Gibbs)				herbal	340 cc	1.20dz	0.30dz	Karaya seal (30)	7.00		
toothbrush				lacquer remover				stoma bags drainable			
bristle	1.515dz	..	0.18	sachet	0.28dz	0.07dz	0.04	with adhesive square	16in		
GILLETTE (514 Gillette)				bottle	0.56dz	0.14dz	0.08	(50)	11.00		
GI	5.25dz	1.28dz	1.25	16in (20)	1.20dz	0.30dz	0.18	Karaya seal 16in (30)	10.50		
shaving foamy aerosol				medicated	340 cc	1.20dz	0.30dz	12in (30)	10.50		
320 g	3.79dz	0.90dz	0.52	HALDRATE (413 Lilly)				with adhesive square	12in (30)	13.00	
290 g			d	tablets 2 mg	100	1.46	..	16in (30)	13.00		
GLOW 5 (655 ICC)				HAPPY FEET (1338 W&S)				drainage bag clamp	0.12		
beauty mask sachet	0.75dz	0.19dz	0.10	foot powder	..	0.085	0.0213	drain tube with fitting	(10)	3.33	
3 sachet pack	1.60dz	0.40dz	0.22	HAPPY TIMES (1190 SHP)				Karaya seal ring	3.00		
GODDARDS (430 Eucryl)								urostomy bags 12in (20)	8.44		
white oils embrocation	0.915dz	0.23dz	0.12	HARMONY (412 Elida-Gibbs)				16in (20)	8.44		
	1.60dz	0.40dz	0.21	hair colour	1.495dz	0.375dz	0.21	Karaya seal 12in (20)	10.56		
	2.405dz	0.60dz	0.32	HARROGATE (1181 SS)				16in (20)	10.56		
GO GIRL (109 BCL)				sulphur, soap	4.90	1.225	(gross)	HOOVER (621 Hoover)			
bubble bath	305 cc	0.90dz	0.18	HAVAPEN (1352 Wyeth)				Vanity hair dryer and			
hair spray aerosols				tablets	100	2.62	..	manicure set			
100 g	1.11dz	0.28dz	0.16	H. E. (1063 Rimmel)				No. 8204	8.14	2.04	12.89
shampoo	305 cc	1.04dz	0.15	after shave Cologne	4.655dz	1.135dz	0.68	HOUBIGANT (624 Houbigant)			
GOLDEN HEALTH (1246 Trent)				HEAVEN SENT (596 HR)				antiperspirant deodorant	0.45	0.1125	0.75
herbal remedies	..	2.10dz	0.53dz	perfume mist 1 oz 4011	..	..	0.60	HYDROCORTONE (837 MSD)			
GOLDEN ROSE (1327 WSL)				4 oz 4018	..	..	2.00	cream non-greasy			
hairgrips cushion-tipped	2.85	0.715	0.04	HEDEX (1190 SHP)				2.5%	15g		
(gross)		(gross)		tablets	24	2.21dz	..	HYGILAX (641 HSL)			
GOMAXINE (1059 Riddell)				HEEMEX (727 Lane)				tablets	25	0.08	0.02
cream	40 g	0.08	0.02	pile ointment	28 g	0.11	0.03	45 g	0.27	0.07	0.47
GONNE (727 Lane)								HYGOSBROME (641 HSL)			
rheumatic balm	35 g	0.12	0.03					tablets	48	0.22	0.055
100 g	0.22	0.055	0.37					HYMOSA (887 New Era)			
GOYA (532 Goya)								after shave cream	4.46dz	1.11dz	0.65
Cologne	0.183	0.046	0.32					balm	2.74dz	0.68dz	0.40
stick	0.183	0.046	0.32					bath dusting powder	4.25dz	1.06dz	0.62
foam bath sachet	0.045	0.011	0.08					bath salts	1.92dz	0.48dz	0.28
fragrance spray	0.286	0.071	0.50					lotion	1.40dz	0.35dz	0.20
perfume phial	0.183	0.046	0.32					handbag	4.80dz	1.20dz	0.70
splash fragrance	0.286	0.071	0.50					large	4.80dz	1.20dz	0.70
talcum	0.172	0.043	0.30					perfume Bouquet 1819	12.35dz	3.08dz	1.80
large	0.258	0.064	0.45					Black Beauty	8.23dz	2.06dz	1.20

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		
NOGEN (912 O)				KERBINA (694 Kerbina)				L. C. 65 (35 Allergan)					
entry			d	compound raspberry-leaf				(distributors 1121 Searle)					
				tablets	50	0.10	0.025	0.18	cleaning solution	15 cc	0.54		
(620 Hooper)				100	0.16	0.04	0.28						
lotion	0.09	0.025	0.17½	300	0.40	0.10	0.70						
				cramp tablets	50	0.10	0.025	0.18	LE DIX (Balenciaga (386 Douek))				
				100	0.16	0.04	0.28	eau de toilette	1½ oz	1.05	0.265	1.90	
(1073 Robinson)								4 oz	1.70	0.425	3.05		
ments	size 1	0.505	0.057	morning sickness	50	0.10	0.025	0.18	7 oz	2.75	0.69	4.95	
	2	0.52	0.059	tablets	100	0.16	0.04	0.28	15 oz	4.05	1.015	7.30	
	3	0.575	0.065					32 oz	5.95	1.49	10.70		
	4	0.585	0.066	KERECID (1153 SKF)				atomiser	..	2.15	0.54	3.85	
	5	0.602	0.068	solution	15 ml	1.45	..	2.18	perfume	¾ oz	0.92	0.23	1.70
	6	0.656	0.074	KERFOOTS (695 TK)				¾ oz	1.17	0.295	2.15		
	7	0.67	0.075	pastilles				¾ oz	1.70	0.425	3.15		
	3.60			antiseptic throat	500 g	0.45	0.112	¾ oz	2.80	0.70	5.20		
	(3 dz)			500 g	0.45	0.112		1 oz	4.45	1.115	8.25		
SECRET (1397 PdeLL)				black currant & glycerine	500 g	0.45	0.08	2 oz	7.00	1.75	12.95		
ologne 1 oz	3143	3.43dz	0.86dz	500 g	0.45	0.08		4 oz	11.15	2.79	20.60		
2½ oz	3138	6.50dz	1.63dz	bronchial	500 g	0.45	0.112	atomiser	..	2.32	0.58	4.30	
4 oz	3124	11.65dz	2.91dz	catarrh	500 g	0.45	0.112	refill	..	1.58	0.39	2.90	
8 oz	3126	18.86dz	4.72dz	cherry cough	500 g	0.45	0.112						
rfume 2 cc	3001	3.08dz	0.77dz	friars' balsam	500 g	0.45	0.112	LEMON DELPH (496 Garsalle)					
4 cc	3160	4.80dz	1.20dz	Gee's linctus	500 g	0.45		bath oil	2 oz	3.57dz	0.89dz	0.49	
½ oz	3156	6.50dz	1.63dz	glycerine, lemon & honey	500 g	0.45	0.08	4 oz	6.50dz	1.63dz	0.89		
1 oz	3049	14.74dz	3.69dz	500 g	0.45			LENTHERIC (1574 LM)					
2 oz	3055	21.60dz	5.40dz	glycerine of thymol	500 g	0.45		Tweed					
	3061	36.00dz	9.00dz	500 g	0.45			foaming bath oil	100 cc	..	..	1.20	
ASEITTER (652 Ingasetter)				menthol & eucalyptus	500 g	0.45		parfum de toilette spray	30 g	..	..	1.50	
eaning cream	0.20	0.05	0.35	KEYBELLS (1068 Roberts)				30 g	..	..	..
and lotion	0.20	0.05	0.35	glycerine and honey	0.86dz	0.22dz	0.12½	LIAISON (Ricard (67 Ashe))					
amin foundation	0.20	0.05	0.35	KIKU (446 FI)				perfume	..	0.67	0.16	1.25	
				antiperspirant spray	2 oz	0.34	0.085	0.60	LIBEROL (868 MC)	20 g	0.15	0.0375	†
ERCLEAN (198 B&W)				KIRBY (705 Kirby)				LIGNILIN (1429 TL)					
erbal laxative	0.125	0.03	0.21	bronchial balsam	100 ml	1.45dz	0.365dz	0.24	capsules 500 mg	100	0.82	0.21	d
				200 ml	2.40dz	0.60dz	0.39	†	LI-LO (1603 Li-Lo) existing entry				i
NOXA (654 Innoxia)				non-poison formula	100 ml	1.45dz	0.365dz	0.24	LI-LO (1603 Li-Lo)				
colour tots	..	..	0.35	100 ml	1.45dz	0.365dz	0.24		air cushion 18 x 13 in	0.43	..	0.65	
				cherry bark linctus childrens	100 ml	1.25dz	0.315dz	0.19	print on one side	0.48	..	0.72	
RAVAL (971 PSMB)				glycerin, lemon & honey with ipecac	100 ml	1.38dz	..	0.19	air pillow 18 x 13 in	0.30	..	0.45	
mpoules 2.5% 0.5 g	5	0.72	..	100 ml	1.38dz	..	0.19		reeded plain	0.77	..	1.15	
25	3.06	..	4.59	hormone hair tonic	160 ml	3.30dz	0.825dz	0.75	print	0.81	..	1.22	
50	3.72	..	5.58	iron & yeast tablets	80	1.50dz	0.375dz	0.25	baby pants (elastic leg)				
multi-dose 2.5 g	0.24	..	0.36	junior balsam	100 ml	1.25dz	0.315dz	0.20	med, large (2)	0.085	..	0.12½	
twin pack 2.5 g	5	2.32	..	mentholated balsam	150 ml	1.62dz	0.405dz	0.25	ex. large (2)	0.10	..	0.15	
mpoules 5% 0.25 g	5	0.40	..	mouth ulcer tablets	20	1.25dz	0.315dz	0.20	cot sheets 27 x 18 in	1.45dz	0.16dz	0.20	
0.5 g	5	0.58	..	special backache & kidney tablets	40	1.30dz	0.325dz	0.23	36 x 27 in	2.67dz	0.29dz	0.35	
25	2.38	..	3.57	vitaminised iron & yeast tablets	100	2.00dz	..	0.25	hot water bottles				
50	3.38	..	5.07	100	2.00dz	..	0.25	Airflow junior	0.34	..	0.51		
1 g	5	0.90	..	white horse oil	100 ml	1.30dz	0.325dz	0.19	double heat	0.40	..	0.60	
25	3.72	..	5.58	KLEENEARS (402 Earex)	12 ml	0.15	0.038	0.25	standard	0.42	..	0.63	
50	5.00	..	7.50	(vet.)	12 ml	0.15	0.038	0.25	major	0.46	..	0.69	
multi dose 0.5 g	0.36	..	0.54	K.L.M. (811 Mawdsley)					Covered bottle	0.65	..	0.98	
twin pack	5	2.92	..	calamine cream & witch hazel	..	0.83dz	0.21dz	0.15	Nimbus	0.41	..	0.62	
				KOLYNOS (655 ICC)					Sheerline	0.43	..	0.65	
EX (1153 SKF)				fluoride toothpaste	0.95dz	0.24dz	0.12½	d	020700	0.33			
ith methyl sal.	25 g	0.12	..	denture powder	40	1.30dz	0.325dz	0.23	020600	0.33			
O-EPHEDRINE (576 PH)				KORTEX (705 Kirby)	10 ml	1.20dz	0.30dz	0.20	021100	0.34			
dp 500 ml	0.54	..	0.71	KOTEX (702 KC)					020300	0.38			
dp 21	1.75	..	2.63	loop towels	12	2.88	..	0.16½	020200	0.38			
NOGEN (1623 Genethic)				regular size 1	12	2.88	..	0.16½	021500	0.36			
lets 25mg	250	1.30	..	super size 2	12	3.30	..	0.19	021680	0.39			
QUELLE (1412 Jacket)				LACAMEX (1091 Rybar)					020500	0.39			
lycerine and rosewater				115 ml	0.85dz	0.21dz	0.12½		rubber sheeting 36in x 12yd	0.29	(per yd)		
fine skin lotion	0.11	0.03	0.19	500 ml	3.20dz	0.80dz	0.47		LIMB-EASE (1190 SHP)				
FACRUSH (152 Bovril)				2½ l	1.00	0.25	1.75		tablets	16	1.92dz	..	0.20
25 oz	1.37dz	0.25dz		LACTATE-RINGER'S SOLUTION (413 Lilly)					32	3.745dz	..	0.39	
FAJUICE (152 Bovril)				ampoules 20ml dp 25	14.40	..	21.60		biscuits	2.25dz	..	0.25	
OTH (672 Johnson)				LACTOCALAMINE (325 C-A)					chocolate bar fruit and nut	1.348dz	0.243dz	0.17	
ambo blue	4	1.287dz	0.145dz	lotion	100 cc	1.75dz	0.44dz	0.23	filled	1.348dz	0.243dz	0.17	
OSOL (713 KH)				hand lotion				d	chocolate wholemeal biscuits	2.299dz	0.414dz	0.29	
uartz lamp				LAEVOSAN (218 Calmic)					crackers	2.61dz	..	0.29	
GENS (261 Christy)				ampoules 40% 10 ml x 5					digestive biscuits	2.25dz	..	0.25	
entry				LANOLIVE (1198 SIC)					savoury biscuits	2.61dz	..	0.29	
NSONS (44 Amovon)				shave cream brushless	1.37dz	0.34dz	0.20		shortcake plain	2.43dz	..	0.27	
niment	..	0.12	0.03	skin cream	2.12dz	0.53dz	0.31		chocolate	2.379dz	0.428dz	0.30	
X oils	..	0.215	0.054	lotion	1.37dz	0.34dz	0.20		wafers chocolate	1.348dz	0.243dz	0.17	
..	..	0.09	0.023	LANTIGEN B (729 Lantigen)					waffles	2.70dz	..	0.30	
..	..	0.15	0.037	(distributors 810 Maw)	0.87	0.22	1.53		LINCTUS CODEINE AND TERPIN (576 PH)				
..	..	0.208	0.07	oral vaccine	18 ml	0.87	0.22	1.53	dp 500 ml	0.75	..	1.13	†DDI
NSONS (672 Johnson)				LANTIVAC (729 Lantigen)					dp 21	2.75	..	4.13	†DDI
appy liners	100	0.364	..	(distributors 810 Maw)					LIORESAL (262 CIBA)				
otokit				face and hand lotion	85 cc	2.40dz	0.60dz	0.35	tablets 10 mg	100	5.84		
T (316 Cranmer)				125 cc	2.76dz	0.69dz	0.40		LIP-LITE (633 H & P)				
ubble bath	..	2.08dz	0.52dz	165 cc	3.48dz	0.87dz	0.50		lipstick with holder	0.76	0.19	1.38	
ampoo	..	2.08dz	0.52dz	LASSIE (967 Petfoods)					refill	0.20	0.05	0.38	
09 BCL)				meaty chunks	3.94	0.62	0.11½		LIQUAFILM TEARS (35 Allergan)				
r fresher aerosol				LASTONET (733 Lastonet)					(distributors 1121 Searle)				
IUM (680 Kalium)				foot spray	2.40dz	0.60dz	0.35		15 cc	0.44	..	0.66	
rlie tablets	40	1.32dz	0.33dz	jock strap standard	4.20dz	0.47dz	0.56	d	LIQUFRUTA (1102 Sanitas)				
100	2.28dz	0.57dz	0.37	de luxe					standard	108 cc	1.63dz	0.41dz	0.21½
MINON (641 HSL)				tights					330 cc	2.95dz	0.74dz	0.39	
40	0.13	0.03	0.23	elastic yarn	2.60	..	3.90		108 cc	1.785dz	0.445dz	0.23½	
80	0.22	0.055	0.38	(Lastofine)					330 cc	3.41dz	0.855dz	0.45	
EMOL (269 Cleaver)									lemon	108 cc	1.785dz	0.445dz	0.23½
iquid	2 oz	2.20dz	0.55dz						medica	108 cc	1.785dz	0.445dz	0.23½
4 oz													

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
LOREXANE (649 ICI)				eau de parfum spray				MITCHUM (1520 IPM)			
antiseptic cream (vet.)				809.38	..	..	1.10	Esoterica cream			
100 g 0.12 0.03 0.19				809.37	..	..	2.30	special 85 g 1.27 0.32 2.15			
500 g 0.58 0.145 0.84½				flower mist 809.29	..	..	1.50	hand lotion 160 g 0.68 0.17 1.12			
cream 1% 50 g 0.115 0.03 0.20½				809.30	..	..	2.30				
LOTEX (534 GT)				spray 809.46	..	..	1.80	MIXOGEN (917 Organon)			
skin cream 56 ml 0.075 0.019 0.14				fluffy milk bath 741.84	..	..	2.10	tablets 2 x 500 5.758 8.64			
112 ml 0.115 0.028 0.22				foaming beauty bath				pack of 25			
LUCOFEN SA (1310 WW)				769.84	..	..	1.70				
pack of 500 tablets			d	gift box 974.00	..	..	9.50	MONIL (858 Monil)			
LUMA (801 MP)				993.00	..	..	8.95	hair colour .. 0.145 0.035 .. 0.25			
compound 200 g 0.97dz 0.245dz 0.14½				hair spray 319.84	..	..	1.25				
567 g 2.13dz 0.535dz 0.31½				hand lotion 357.64	..	..	0.85	MONOTHEAMIN (413 Lilly)			
794 g 2.59dz 0.65dz 0.38½				357.55	..	..	1.35	Pulvules 200mg 100 0.64 0.96			
1134 g 3.33dz 0.835dz 0.50½				357.85	..	..	1.90	and Amytal 100 0.70 1.05			
LYNORAL (917 Organon)				moisture bath 761.84	..	..	2.30	pack of 500			
tablets 0.01 mg 2 x 500 0.60 0.90 +s4B				perfumair 809.05	..	..	5.00	MOORES (878 Napp)			
0.05 mg 2 x 500 0.875 1.31½+s4B				perfume ¼oz 809.41	..	..	7.50	teething jelly 10 g 0.14 0.19			
0.1 mg 2 x 500 1.25 1.87½+s4B				½oz 809.42	..	..	5.50	MORR MEL (1545 Vestric)			
1 mg 2 x 500 8.367 12.55 +s4B				golden atomiser				ointment 250 g			
1 mg pack of 100			d	809.47	..	..	4.10	MOTHER SEIGELS (727 Lane)			
LYPSYL (412 Elida-Gibbs)				refill 809.48	..	..	1.80	syrup 53 ml 0.12 0.03 0.20			
lip salve				809.34	..	..	1.65	MULSIVIN (1091 Rybar)			
0.57dz 0.145dz 0.07½				oil 809.35	..	..	0.55	150 ml 1.80dz 0.45dz 0.26½			
LYSEPTOL (576 PH)				soap hand (1) 734.84	..	..	1.65	500 ml 4.45dz 1.11dz 0.65			
500 ml 0.32 0.48				(3) 749.84	..	..	0.80				
21 1.10 1.65				bath (1) 750.84	..	..	2.40	MW (1624 JAOL)			
11 d				(3) 751.84	..	..	0.80	eau de toilette 2 oz 2.25			
MACLEANS (105 BT)				travel 752.84	..	..	0.85	4 oz 3.50			
toothpaste standard 1.15dz 0.29dz 0.15				solid Cologne 828.01	..	..	1.74	7½ oz 5.25			
MAIGRILYNE (100 BI)				week ender 332.84	..	..		atomiser 1 oz 1.40			
entire entry			d	MENOPAX (894 Nicholas)				¾ oz 3.50			
MALATEX (901 Norton)				cream 20 g 0.27 0.07 0.47 +s4B				½ oz 5.00			
(distributors 1545 Vestric)				tablets 60 0.29 0.43 +s4B				1 oz 8.00			
cream jar 100 g 0.60				forte 60 0.28 0.42 +s4B							
suregrip tube 125 g 0.75				MEROCET (838 Merrell)				MYOCRISIN (971 PSMB)			
lotion 500 ml 0.75				solution 150 ml 0.18 0.27				ampoule 1 mg 0.09 0.13½			
MARIGOLD (774 LR)				solution 100 ml			d	5 mg 0.10 0.15			
house gloves				MERTHIOLATE (413 Lilly)				10 mg 0.12 0.18			
lightweight .. 1.34dz 0.14dz 0.17				tincture 2.25 l 1.45 2.18 ‡				20 mg 0.14 0.21			
suregrip .. 2.14dz 0.22dz 0.27½				Saleable only by authorised sellers of poisons				50 mg 0.19 0.28½			
MARY QUANT (876 MP)				METHEPH (878 Napp)				10 1.74 2.61			
Jelly Babies				tablets 25 0.14 0.19 +				"N" (1397 PdeLL)			
gel cheek colour 3.92dz 0.98dz 0.60				100 0.40 0.54 +				Cologne 1 oz 3145 3.43dz 0.86dz 0.50			
eye colour 3.92dz 0.98dz 0.60				Methyltestosterone (917 Organon)				2½ oz 3140 6.50dz 1.63dz 0.95			
mascara 3.59dz 0.897dz 0.55				Sublings 5 mg and 10 mg			d	4 oz 3125 11.65dz 2.91dz 1.70			
skin colour 4.25dz 1.062dz 0.65				MICRALAX (1153 SKF)				8 oz 3127 18.86dz 4.72dz 2.75			
Soft Scrub 6.29dz 1.572dz 0.96				micro-enemas 1.40 0.35 2.45				perfume 2 cc 3004 3.08dz 0.77dz 0.45			
sticks 2.75dz 0.687dz 0.42				MIGRIL (208 BW)				4 cc 3162 4.80dz 1.20dz 0.70			
MAYALA (1361 Mavala)				10 x 10 3.44 5.16 +s4B				½ oz 3158 6.50dz 1.63dz 0.95			
Double Lash 0.44 0.11 0.75				pack of 100			d	½ oz 3052 14.74dz 3.69dz 2.15			
Refix 0.44 0.11 0.75				MILLIWATT (847 Milliwatt)				1 oz 3058 21.60dz 5.40dz 3.15			
MAWS (810 Maws)				electric blankets				2 oz 3064 36.00dz 9.00dz 5.25			
Nursery Products				Royalty				NASCIODINE (1418 Strenol)			
pants				"60 x 30" 3-heat 10.00				cream 56 g 1.52dz 0.38dz 0.22½			
trainer 328/15/16/17 6.30dz 0.75				"60 x 48" 3-heat 15.50				225 g 4.94dz 1.23dz 0.72			
Simple				dual control				NATROSLIM (1617 Angel)			
sterilising solution				"60 x 50" 3-heat 25.00				.. 1.65 0.30 2.78			
338.10				electric pad warmer				NATUVAC (40 Allinson)			
MAYBELLINE (1333 WL)				single-heat				herbal laxative 300 g 0.51 0.155 0.92			
eye shadow				13½ x 15 in 4.50				NAVIGATOR (338 Cussons)			
frosty sticks 0.20				26 x 15 in 7.50				shaving stick refill .. 0.536dz 0.139dz 0.08			
MAZOLA (200 B&P)				three-heat				NAZO (705 Kirby)			
MAZOLA (315 CPC)				13½ x 15 in 6.50				nasal drops 10 ml 1.20dz 0.20			
MEADOWSONG (532 Goya)				26 x 15 in 7.50				NELLA (1517 Nella)			
bath oil sachet 0.045 0.011 0.08				MILLOPHYLINE (346 Dales)				red oil 0.16 0.04 0.26			
bottle 0.298 0.074 0.52				pack of 50 suppositories			d	NEO RYBAREX (1091 Rybar)			
28 cc 0.229 0.057 0.40				child and adult			d	15 ml 3.00dz 0.37½			
96 cc 0.372 0.093 0.65				pack of 30 tablets 0.1g				NEOVIT (1091 Rybar)			
190 cc 0.63 0.16 1.10				MIMETTE (75 Avlex)				150 ml 1.70dz 0.42dz 0.24			
spray 0.315 0.079 0.55				(distributors 649 ICI)				250 ml 2.35dz 0.59dz 0.34			
green milk massage 0.298 0.075 0.52				sachets 20 2.12dz 0.53dz 0.30				NERVATOGEN (1518 Morton)			
hand lotion 0.206 0.052 0.36				MINERS (876 MP)				1 oz 1.60dz 0.40dz 0.23			
scrub soap 0.086 0.021 0.15				eyelashes				50 ml 2.85dz 0.715dz 0.41			
talc 0.189 0.047 0.33				crisscross 3.41dz 0.852dz 0.50				NERVONE (887 New Era)			
tonic foam bath sachet 0.045 0.011 0.08				underlash 3.41dz 0.852dz 0.50				8.00dz 2.00dz 1.17			
bottle 0.258 0.064 0.45				roll on foundation 2.17dz 0.545dz 0.32				12.30dz 3.07dz 1.80			
MEBRYL (1153 SKF)				water colour eye shadows 1.10dz 0.275dz 0.16				NESTARGEL (883 Nestle)			
Spansule capsules 30 0.45 0.68 +s7				MINOX (139 Bleasdale)				100 g 3.45dz 0.87dz 0.45			
250 3.63 5.45 +s7				worm treatment 50 ml 1.15dz				NEURO-PHOSPHATES (1153 SKF)			
MEDAPED (827 Medaped)				100 ml 1.58dz				300 ml 0.27 0.067 0.47			
corn-away pad .. 0.05 0.02 0.10				500 ml 0.55				21 1.69 2.54			
MEDICA (716 Krups)				MIO-PRESSIN (1153 SKF)				NEUTON BEK (641 HSL)			
bathroom scales 2.32				capsules No 2 50 0.65 0.98 +s4B				36 0.13 0.03 0.23			
MEDRONE (1263 Upjohn)				MIRRA-COAT (174 BMAH)				72 0.22 0.055 0.38			
tablets 16 mg 14 2.30			TS	MIRRA-COAT (174 BVP)				NEUTRADONNA (187 BS)			
MEGGEZONES (1333 WL)				MISS WINDSOR (1221 Windsor)				powder 100 g 0.32 0.48			
tins (restricted area only)			d	splash Cologne 1.50				tablets 120 0.75 1.12			
tins 1.29dz 0.31dz 0.18				spray Cologne 0.59				NEUTRADONNA SED (187 BS)			
MEGIMIDE (894 Nicholas)				MIST. BISMUTH C. SODA CONC (576 PH)				powder 100 g 0.50 0.75			
ampoules 10 ml 6 2.11 3.16				entire entry			d	tablets 50 0.39 0.59			
25 7.80 11.70				MIST. BRONCHIALIS NIG CONC (576 PH)				NEUTRAPHYLLINE (311 C)			
vial 100 ml 1.75 2.63				double strength				ampoules 3 ml 5 0.35 0.44			
MELLOW BLOSSOMS (280 CP)				dp 500 ml 0.54 0.81 +DDI				packs of 6			
soap 3.03 0.76 0.12				dp 21 1.92 2.88 +DDI				tablets 3.10dz 0.78dz 0.45			
(3 dz) (3 dz)				MIST. TUSSI INFANS (576 PH)				NEW ERA (887 New Era)			
MELODY (412 Elida-Gibbs)				conc 1-3 500 ml 0.48 0.72				biochemic tissue salts			
hair colourant 2.955dz 0.74dz 0.40 ‡				21 1.59 2.38				tablets 130 1.40dz 0.35dz 0.20			
MEL ROSE (1069 R&SL)				MISTY (109 BCL)				480 3.10dz 0.78dz 0.45			
skin tablets .. 0.54dz 0.135dz 0.09				hair spray aerosol				960 5.45dz 1.36dz 0.80			
MEMOIRE CHERIE (60 Arden)				100 g 1.11dz 0.28dz 0.16				combination remedy			
bath cubes (6) 733.84			0.95	112 g 1.22dz 0.30dz 0.17½				130 1.55dz 0.39dz 0.23			
bath oil 5 phials 766.84			1.95	270 g 2.02dz 0.50dz 0.29				480 4.25dz 1.06dz 0.62			
bath salts 762.84			1.70	113 g 1.53dz 0.38dz 0.22				travelling set lightweight			
deodorant roll on 732.00			0.75	polish remover 52 cc 0.70dz 0.17dz 0.10				de luxe 15.00dz 3.75dz 2.20			
dusting powder 744.84			0.95	shampoo 6 oz 1.18dz 0.30dz 0.17				Schuessler cabinet 32.00dz 6.25dz 4.50			
puff puff 755.84			0.90	Young Set				Nat. Mur. balm 2.74dz 0.68dz 0.40			
round with puff 754.84			1.95	deodorant 70 g 1.11dz 0.28dz 0.16				powdered Ferr. Phos. 4.25dz 1.06dz 0.62			
				hair spray 100 g 1.11dz 0.28dz 0.16				NEYDHARTING (1617 Angel)			
				280 g 2.02dz 0.50dz 0.29				moor-peat bath 1.60 0.40 2.82			

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
Z (1091 Rybar)	15 ml	1.40dz	..	0.17½	OPTIMAX (220 CC)					PARSTELIN (1153 SKF)		
drops		1.40dz	..	0.17½	pack of 500 tablets			d		tablets	50	1.04
pray		1.30dz	0.32dz	0.18½							500	9.90
tablets	12				ORABASE (1176 Squibb)					PASSIONNEMENT (1397 PdeLL)		
BITE (165 Bran P)		1.60dz	..	0.20	paste	15 g	0.17	0.045	0.26	Cologne 1 oz	3146	3.43dz
						80 g	0.55	0.14	0.83	2½ oz	3141	6.50dz
ROLAN (878 Napp)					ORABOLIN (917 Organon)					4 oz	3148	11.65dz
tablets 2.6 mg	50	0.85	..	1.13	tablets pack of 25				d	8 oz	3150	18.86dz
250		3.90	..	5.20	ORADEXON (917 Organon)					perfume 2 cc	3005	3.08dz
6.4 mg	50	1.15	..	1.53	ampoules 5 mg/ml	25	10.40	..	15.60	4 cc	3163	4.80dz
250		5.35	..	7.13	tablets 2 mg	100	5.50	..	8.25	¼ oz	3159	6.50dz
COLD (705 Kirby)					ORAHESIVE (1176 Squibb)					½ oz	3053	14.74dz
tablets	12	1.37dz	0.345dz	0.23 +	powder	15 g	0.27	0.07	0.41	1 oz	3059	21.60dz
DEL (1091 Rybar)					ORASECRON (187 BS)					2 oz	3065	36.00dz
28 g		1.50dz	0.37dz	0.22	tablets	10	0.36	..	0.54	PATTERSONS (641 HSL)		
NAD TULLE (34 A&H)						25	0.74	..	1.11	tablets	50	0.22
4 x 4in	10	..	..	d		100	2.65	..	3.98	pill forte	50	0.055
RADRAN (897 NC)					ORASTREP (378 Dista)					PAVULON (917 Organon)		
erosol		0.61	..	0.92	suspension	50 ml	0.41	..	TS	ampoules	100	8.80
RATEX (901 Norton)						500 ml	3.18	..	TS	pack of 6		
(distributors 1545 Vestric)					tablets	25	0.45	..	TS	PAYNOCIL (113 Bencard)		
ream	500 g	0.73	..			100	1.77	..	TS	tablets	18	0.08
RESTRAIN (938 PD)					ORGRAINE (917 Organon)					junior	20	0.05
tablets	3 x 21	0.85	..	1.27½	tablets pack of 10				d	PCM (878 Napp)		
TRAN (1153 SKF)					ORIENTAL SPICE (1131 Shulton)					tablets	100	0.28
tablets (vet.)	250	2.00	0.50	3.60	after shave and shaver lotion						500	1.20
RVIC (902 Norvic)						6229	3.02dz	0.74dz	0.45	PEDELENE (947 Pedelene)		
electric blankets						6227	9.04dz	2.20dz	1.35	antiseptic solvent	..	1.00dz
arnation quilt						6228	13.10dz	3.19dz	1.95	PEDIGLEEM (101 Beautisales)		
	60 x 30	..	..	8.75			9.40dz	2.29dz	1.40	spray tonic	141 g	0.36
	60 x 48	..	..	11.25	dragonhead	..	..	..	..	PEDIGREE CHUM (967 Petfoods)		
Femdown	60 x 32	..	..	6.69	soap	6232	5.37dz	1.31dz	0.80	economy	2.30dz	0.36dz
	60 x 46	..	..	8.75	talc	6233	6.02dz	1.47dz	0.90	PEGINA (1417 Coraline)		
Heatherdown	50 x 43	..	..	6.26	ORLANE (1624 JAOL)					indigestion mixture	0.28	0.07
Heather quilt	48 x 44	..	..	8.75	Bronzilane	..	..	..	1.90	PENAGEN (1623 Genethic)		
SKEETO (1091 Rybar)					poudre Orlane	550	..	..	1.65	capsules	100	0.80
25 ml		0.90dz	0.22dz	0.13	OSSIVITE (1352 Wyeth)					mixture	100 ml	0.28
STROLINE (705 Kirby)					capsules	60	0.34	..	0.45½	tablets	100	0.80
		1.52dz	0.38dz	0.20	OTALGAN (1259 Unichem)					PENETROL (751 LL)		
VA (716 Krups)					ear drops	6 g	0.10	0.025	0.17½	PENETROL (325 C-A)		
bathroom scales						12 g	0.15	0.04	0.26½	inhaler		
AVON (100 BI)				3.80	OTEX (705 Kirby)					Penicillin (34 A&H)		
udio-sonic vibrator				22.50	earache drops	10 ml	1.20dz	0.30dz	0.20	nonad tulle		
U. (903 NPU)					OTOCEROL (188 BSH)					4 x 4in pack of 10		
not water bottles					OTOCEROL (402 Earex)				d	PENIDURAL (1352 Wyeth)		
					OTODEX (1418 Strenol)				i	injections		
		0.315	..	0.45	ear drops (vet.)	14 ml	1.49dz	0.37dz	0.22	all purpose vial		
Cosy		0.655	..	0.98		225 ml	1.00	0.25	1.75	1.2 mu	0.21	..
De luxe		0.465	..	0.70	OVALOIDS (641 HSL)					long-acting vial	10 ml	0.69
Everwarm		0.36	..	0.53	tablets	36	0.13	0.03	0.23	oral paediatric drops		
Meteor		0.40	..	0.60		72	0.22	0.055	0.38	10 ml	0.46	..
Petal		0.40	..	0.60	OVERONES (137 Blakoe)					50	0.905	..
Superheat		0.44	..	0.66		100	0.56	0.14	1.00	tablets		
Twinheat		0.415	..	0.62	PADDI (1073 Robinson)					PERFORM (366 Dendron)		
Vulcan					de luxe adjustable garment	2.23dz	..	..	0.26	eight-day hair set	small	3.25dz
DEAL (903 NPU)					pads	20	3.348	..	0.24	large	5.05dz	0.77dz
toilet rolls		1.20	..	0.08			(1½ dz)			PERNIONE (576 PH)		
		(1½ dz)			nappy rolls disposable				d	entire entry		
DIT (596 HR)					poppon nappy pants	1.80dz	..	..	0.21	PEROIDIN (809 M&W)		
hair remover					PAGE BARKER (458 FPL)					50 mg	100	0.32
rinse-off spray				1.55	dandruff lotion	sachet	1.04	0.26	0.07	200 mg	100	0.40
LACIN (113 Bencard)							(25)	0.26		PERUTZ (1136 Silber)		
tablets	25	0.12	0.03	0.21			(25)	0.26		cine film standard 8		
-SEALS (413 Lilly)						168 cc	2.55dz	0.64dz	0.36	black and white U27, U21		
spirin						480 cc	7.09dz	1.77dz		Penichrome super 8		
325mg	100	0.32	..	0.48		1920 cc	18.62dz	4.66dz		colour reversal		
650mg	100	0.54	..	0.81	hair tonic	95 cc	2.40dz	0.60dz	0.35	standard 8	CUS 88	..
odium salicylate						1920 cc	24.24dz	6.06dz		colour negative film		
325mg	100	0.31	..	0.47	PAL (967 Petfoods)					126	12 exp	..
-SOFT (903 NPU)					economy		2.21dz	0.35dz	0.25½	20 exp	..	..
ankies 3ply					PALMOLIVE (280 CP)					135	20 exp	..
	16	1.50	0.17	0.03	shampoo					C18	36 exp	..
		(6 dz)	(6 dz)		regular, medicated					20 exp	..	..
	50	1.93	0.22	0.08	or herb	2.42	0.605	0.22½		126	20 exp	..
		(3 dz)	(3 dz)			(1½ dz)	(1½ dz)			120	20 exp	..
	150	2.17	0.245	0.13	shave cream lather							
		(2 dz)	(2 dz)		or brushless	large	1.54dz	0.385dz	0.19½	PHENERGAN (971 PSMB)		
kitchen rolls		1.64	0.185	0.09½	giant		2.16dz	0.54dz	0.27½	cream 2%	25 g	0.15
		(2 dz)	(2 dz)				1.70	0.425	0.10½	elixir	125 ml	0.16
twin pack		1.46dz	0.165dz	0.17	shaving stick refill		(2 dz)	(2 dz)		21	1.52	..
issues	50	1.84	0.205	0.05½	soap, green	bath	3.49	0.875	0.10	Phenobarbitone (1153 SKF)		
		(4 dz)	(4 dz)				(4 dz)	(4 dz)		Spansule capsules 60 mg		
toilet rolls		1.53	..	0.05	family		3.41	0.855	0.13	30	0.26	..
		(3 dz)					(3 dz)	(3 dz)		250	1.94	..
flat packs		1.87	..	0.05	gold	bath	2.62	0.655	0.10	100 mg	30	0.29
		(4 dz)					(3 dz)	(3 dz)		250	2.16	..
FINE (1625 Sallis)					PAN (1614 Inter Pan)							
lightweight elastic yarn (fine)					instant dry shampoo					PHENOMET (1345 Woodward)		
thigh stockings						3oz	2.68dz	0.67dz	0.40	tablets 15mg	250	0.38
closed toe	pr	1.60	..			6oz	4.44dz	1.11dz	0.65		1000	1.30
LAX (175 BCP)					PARACIDE (1153 SKF)					30mg	250	0.48
axative tablets	50	1.14dz	0.29dz	0.15	capsules (vet.)						1000	1.70
LIVON (187 BS)					No 1	100	0.80	0.20	1.44	PHENSEDYL (971 PSMB)		
capsules	25	0.36	..	0.54	No 2½	50	0.70	0.175	1.26	linctus	21	2.14
	100	1.10	..	1.65	No 5	50	1.04	0.26	1.87	PHILIPS (977 PE)		
elixir	100 ml	0.29	..	0.43	No 10	50	1.92	0.48	3.46	hair dryer	hand	3.139
LIVON-C (187 BS)					No 25	25	1.80	0.45	3.24	PHISODERM (1599 Winthrop)		
ovets	100 mg	1.02	..	1.53	No 40	25	2.78	0.695	5.00	150 ml	0.34	0.085
BAS (727 Lane)					PARACODIN (86 Barclay)					dp 500 ml	0.63	..
oil	10 ml	0.17	0.04	0.29	drops	15 ml	0.17	0.04	0.27	dp 21	2.25	..
ocket inhaler	28 ml	0.385	0.095	0.66	syrup	100 g	0.39	0.08	0.61	PHOLTUSSA (576 PH)		
COVIN (413 Lilly)				0.38	PARA-THOR-MONE (413 Lilly)					dp 500 ml	0.53	..
ampoules 1mg	1	5.67	..	8.51	ampoules	1	5.12	..	7.68	dp 21	1.67	..
5mg	1	24.73	..	37.10	PARDAL (346 Dales)					PHORTINEA (576 PH)		
E PLUS ONE (350 Dana)					paediatric elixir					liquid	15 ml	0.25
erosol		0.19	0.047	0.35		50 ml	3.00dz	..	..	PICKLES (982 Pickles)		
ZOO (250 Cheetham)						250 ml	0.80	..	..	corn-ring ointment pack	1.46dz	0.25dz
denture powder	small	0.70dz	0.17dz	0.11	tablets	100	8.16dz	..	..	self adhesive felt corn rings	0.80	..
large		1.20dz	0.30dz	0.17½		500	2.75	..	..	(1½ dz)		
ERIDINE (666 Janssen)					PARNATE (1153 SKF)							
ampoules 2.15 ml	10	1.85	..	DDa	tablets 10 mg	50	0.84	..	1.26	PIPICIDE (208 BW)		
50		8.50	..	DD		500	8.25	..	12.38	(vet.) worm powder	8 oz	

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
PLASTULES (1352 Wyeth)					QUADRILLE (Balenciaga (386 Douek))				RIVIERA (713 KH)			
folic acid 100	0.91	..	1.21½		eau de toilette 1½ oz	1.05	0.265	1.90	home sun lamp		23.5	
250	1.925	..	2.57		4 oz	1.70	0.425	3.05	ROBERTS (1068 Roberts)			
liver extract 100	0.66	..	0.88		7 oz	2.75	0.69	4.95	glycerine, lemon & honey			
plain 100			d		15 oz	4.05	1.015	7.30	70 ml	0.86dz	0.22dz	
					32 oz	5.95	1.49	10.70	glycerine, lemon & ipecac	0.86dz	0.22dz	
PLIAFAX (1068 Roberts)					atomiser	..	2.15	3.85	70 ml	0.86dz	0.22dz	
syrup 150 ml	2.24dz	..	0.29		perfume ⅛ oz	0.92	0.23	1.70	liquid paraffin 225 ml	1.15dz	..	
tablets 25	1.47dz	..	0.19		⅜ oz	1.17	0.295	2.15	olive oil 71 ml	0.93dz	..	
					½ oz	1.70	0.425	3.15	white petroleum jelly			
PLJ (103 Beecham)					1 oz	2.80	0.70	5.20	190 g	1.47dz	..	
standard	1.895dz*	0.29dz			1 oz	4.45	1.115	8.25	ROBINSONS (1449 R&CFD)			
	* includes 0.30 dz bottle deposit				2 oz	7.00	1.75	12.95	baby syrup 6 oz	1.58dz	..	
large	3.01dz*	0.49dz			4 oz	11.15	2.79	20.60	stage II instant			
	* includes 0.30 dz bottle deposit				atomiser	..	2.32	4.30	baby food	0.83dz	..	
					refill	..	1.58	0.395	2.90	ROBITUSSIN (1071 Robins)		
POLAROID (989 Polaroid)					QUICKIES (451 F&J)				500 ml	0.71	..	
close up kit 543	..	..	9.28		insect repellent pads	1.30dz	0.325dz	0.19	2.70	..	4.0
563	..	..	9.28		Q.C. Cologne tissues	1.51dz	0.38dz	0.22	RONSON (1079 Ronson)		
portrait kit 581	..	..	9.28		QUOTANE (1153 SKF)				electric razor		
POLYBACTRIN (218 Calmic)					ointment 25 g	0.19	..	0.29	tiara TS 850	5.83	1.46	
soluble GU vials (3)			d		RABRO (1091 Rybar)				ROSEDALE (451 F&J)			
					tablets 60	6.80dz	1.70dz	0.99	shower foam	2.88dz	0.72dz	
POLYCROL (894 Nicholas)					150	1.35	0.34	2.28	RYBAFERRIN (1091 Rybar)			
gel 300 ml	0.55	0.14	0.97		RADIARAY (608 Hinders)				tablets 75	1.80dz	0.45dz	
tablets 200	1.45	0.365	2.54		lamps				RYBAFORM (1091 Rybar)			
POMPADOUR (991 PLL)					infra-red/radiant heat				115 ml	1.10dz	0.27dz	
lacquer sprays 90 cc	0.90dz	0.225dz	0.15		No. 101	4.52	..	6.40	2½ l	1.10	0.27	
refill 54 cc	0.65dz	0.165dz	0.11		250w infra-red No. 101	4.52	..	6.40	RYBAR (1091 Rybar)			
aerosol 6 oz	1.70dz	0.425dz	0.27		450w infra-red No. 101	4.72	..	6.68	baby cream 60 g	1.00dz	..	
16 oz	2.40dz	0.60dz	0.35		infra-red/radiant heat				cold sore lotion tube	0.80dz	0.20dz	
PONDS (256 CPL)					No. 102	5.90	..	8.35	dandruff lotion 110 ml	1.60dz	0.40dz	
lemon cold cream 42cc	2.02dz	0.51dz	0.27		250w infra-red No. 102	5.90	..	8.35	diabetic linctus 150 ml	3.00dz	0.75dz	
90cc	3.24dz	0.82dz	0.44		450w infra-red No. 102	6.10	..	8.63	ear drops 15 ml	0.90dz	0.22dz	
POPPA PANTS (1621 Interbro)					infra-red/radiant heat				eye drops 15 ml	1.08dz	0.27dz	
	0.14	..	0.19		No. 103	5.90	..	8.35	eye lotion 60 ml	0.88dz	0.22dz	
PRAGMATAR (1153 SKF)					250w infra red No. 103	5.90	..	8.35	greyhound tonic 250 ml	1.70dz	0.42dz	
ointment 25 g	0.14	0.035	0.25		450w infra red No. 103	6.10	..	8.63	500 ml	3.20dz	0.80dz	
500 g	2.32	0.58	4.06		infra-red/radiant heat				inhaler	10.20dz	..	
shampoo (vet.) 177 ml	0.52	0.13	0.94		No. 104	12.78	..	18.08	with mask	10.20dz	..	
3.8 l	7.20	1.80	12.96		250w infra red No. 104	12.78	..	18.08	midget	8.40dz	..	
					450w infra red No. 104	12.98	..	18.36	bottom cap	0.90dz	..	
PRAXILENE (1616 Lipha)					replacement elements				mask	2.52dz	..	
(distributors 276 C & C)					infra-red/radiant heat	1.02	..	1.44	neck cap	2.65dz	..	
capsules 100 mg 100	4.53	1.14	7.93½		250w infra-red	1.02	..	1.44	nylon filament	0.12dz	..	
500	22.00	5.50	38.50		450w infra-red	1.26	..	1.78	reservoir	2.10dz	..	
PRE-GARDALL (265 JC&Co)					RADWAY'S (573 JH)				rubber bulb	2.70dz	..	
antiseptic cleanser					ready relief	1.68dz	0.42dz	0.23	rubber bush	0.12dz	..	
227.3 ml	1.35dz	0.337dz	0.18		R.A.H.C. (1091 Rybar)				stopper cap	0.48dz	..	
568.2 ml	2.85dz	0.712dz	0.37		ointment (vet.) 25 g	1.40dz	0.35dz	0.20½	syphon tube-ball	0.90dz	..	
4.546 l	10.80dz	2.70dz	1.42½		500 g	1.10	0.33	1.92	standard plastic	1.62dz	..	
PREGFOL (1352 Wyeth)					RALGEX (430 Eucryl)				glass	0.90dz	..	
capsules 100	0.425	..	0.56½		1½ oz	2.02dz	0.505dz	0.26½	washers (1 or s)	0.12dz	..	
PREGNOSTICON PLANOTEST (917 Organon)					aerosol	2.64dz	0.66dz	0.35	iodine pencil	0.65dz	0.16dz	
PREGNYL (917 Organon)					RAVINA (1369 RM)				mange remedy 115 ml	1.00dz	..	
ampoules 100 iu/ml			d		Barrette oval No. 703	1.28dz	0.32dz	0.20	ointment (vet.) 25 g	1.40dz	0.35dz	
PRETTY FEET (1113 S&B)					pony tail holders 267	1.98dz	0.49dz	0.30	tonic tablets (dogs) 30	0.90dz	0.22dz	
bottle 50 cc	2.35dz	0.587dz	0.31		268	1.98dz	0.49dz	0.30	100	2.40dz	0.60dz	
roll ball 45 cc	2.72dz	0.68dz	0.36		269	1.98dz	0.49dz	0.30	inhaler special			
PRIESTLEYS (1618 BFL)					270	1.98dz	0.49dz	0.30	syphon tube-ball valve			
compound	0.09	0.025	0.14		RAYMOND (1032 Raymond)				RYBAREX (1091 Rybar)			
	0.155	0.04	0.24		brill wax 50 g	0.20	0.05	0.42	15 ml	3.00dz	..	
PRINALGIN (117 BPL)					colour rinse 15 cc	0.12	0.03	0.25	100 ml	1.70	..	
tablets 500 mg 500	10.80	..	16.20		30 cc	0.23	0.06	0.44	115 ml			
PRINCESS (716 Krups)					hair lacquer 80 cc	0.13	0.03	0.26	RYBARVIN (1091 Rybar)			
bathroom scales			4.28		hand lotion 112 cc	0.20	0.05	0.42	15 ml	3.00dz	..	
PRINCESS D'ALBRET (Jean d'Albret (1145 Sirex))			d		shampoo R77 sachets	0.22dz	0.055dz	0.03½	100 ml	1.70	..	
PRINCESS D'ALBRET (1624 JAOL)			i		15 g	0.05	0.01	0.08	115 ml			
PRITCHARDS (1008 Pritchard)					R.B.C. (1091 Rybar)				RYBRONSOL (1091 Rybar)			
junior aspirins 18	0.30dz	0.075dz	0.04		25 g	1.38dz	0.34dz	0.20 †	12	1.35dz	0.34dz	
25	0.45dz	0.11dz	0.06		500 g	0.97	0.24	†	RYMEL (1091 Rybar)			
35	0.50dz	0.13dz	0.07½		REFLEXA (713 KH)				150 ml	1.08dz	0.27dz	
juniper pills 20	0.58dz	0.145dz	0.08		underblanket non-electric			7.98	RYOTIN (1091 Rybar)			
PRITY BABY (1008 Pritchard)					RENIPAS (1046 Renipas)				outfit (vet.)	2.16dz	0.54dz	
gripe mixture 6 oz	1.14dz	0.285dz	0.15		analgesic tablets 24	0.71dz	0.18dz	0.11	RYOTOL (1091 Rybar)			
PRODERMIDE (695 TK)					REPELESECT (772 Lon)				15 ml	1.90dz	0.47dz	
solid	0.16	0.04	0.30		insect repellent aerosol	0.40	0.10	0.70	SA-37 (174 BVP)			
PRO-HYD 50 (406 ECM)					RESINOL (1418 Strenol)				powder, cat	100 g	0.34	
capsules 30	0.80	0.20	1.40 †		ointment 34 g	1.93dz	0.48dz	0.26	dog	200 g	0.48	
PROSTALIN (137 Blakoe)					soap	0.98dz	0.25dz	0.13	5 lb	4.02	..	
100	0.56	0.14	1.00		RESTORIA (1113 S&B)				tablets	60	0.42	
PRUVORAL (221 Camden)					hair dressing 160 cc	8.72dz	2.18dz	1.15	450	2.71	..	
entire entry			d		lotion 145 cc	8.72dz	2.18dz	1.15	SALUBRIA (135 TB)			
PURASEPTIC (1008 Pritchard)					shampoo 110 cc	2.34dz	0.585dz	0.31	Himalayan nerve tonic			
antiseptic 2 oz	0.83dz	0.21dz	0.11		REVLO (1052 Revlon)				tablets	150	5.76dz	
8 oz	1.66dz	0.415dz	0.22		feminine hygiene spray	4 oz	0.39	..	250	9.00dz		
PURITABS (705 Kirby)					4 oz	0.39	..	0.70	500	16.40dz		
water purifying tablets					RHEUMALAX (488 Fylde)				1000	29.45dz		
100	2.00dz	..	0.25		(distributors 234 Cartwright)				SAM (967 Petfoods)			
maxi 50	0.83	..	1.25		RIBENA (103 Beecham)				3.09	0.49		
PUO PINE (1008 Pritchard)					standard	2.135dz*	0.33dz		(6 dz)	(6 dz)		
8 oz	0.57dz	..	0.06½		large	2.875dz*	0.465dz		SANATOGEN (1530 Fisons)			
15 oz	0.99dz	..	0.11			* includes 0.30 dz bottle deposit			plain or lemon	4.21dz	1.05dz	
PUROSAN (1008 Pritchard)					RIMMEL (1063 Rimmel)				7.98dz	2.00dz		
8 oz	0.72dz	..	0.08		compressed powder				13.98dz	3.50dz		
15 oz	1.30dz											

		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
WOLON (649 ICI)					SMA (1352 Wyeth)					STELAZINE (1153 SKF)				
babycare talc 240 g	1.85dz	0.46dz	0.26		liquid 370 ml	0.11				ampoules 1 mg/1 ml	0.98	..	..	1.47 †s4B
					powder 450 g	0.37				concentrate 100 ml	1.95	..	..	2.93 †s4B
										1 l	11.87	..	..	17.81 †s4B
HOLL'S (1108 SMC)					SMITH KENDON (1152 SK)					Spansule capsules				
logs (suede) pr	3.50	..	..	4.99	glucose tablets ..	1.64dz	0.295dz	0.20		2 mg	30	0.57	..	0.86 †s4B
bandals (suede) pr	3.50	..	..	4.99	lozenges					250	4.57	..	..	6.86 †s4B
					Brompton ..	0.95dz	0.237dz	0.14		10 mg	100	2.46	..	3.69 †s4B
OTT'S (1113 S&B)					linseed, liquorice and					15 mg	100	3.70	..	5.55 †s4B
cod liver oil capsules					chlorodyne carton	0.74dz	..	0.09		syrup	200 ml	0.43	..	0.65 †s4B
100	4.32dz	..	..	0.48	tin	0.95dz	0.237dz	0.14		tablets				
emulsion 225 ml	2.98dz	..	..	0.33	pastilles					1 mg	100	0.89	..	1.34 †s4B
450 ml	5.04dz	..	..	0.56	blackcurrant iodised..	0.95dz	0.237dz	0.14		1000	7.93	..	..	11.90 †s4B
WITCH (412 Elida-Gibbs)					bronchial ..	0.95dz	0.237dz	0.14		5 mg	100	1.24	..	1.86 †s4B
hair-colorant	2.455dz	0.615dz	0.34		catarrh ..	0.95dz	0.237dz	0.14		1000	11.10	..	..	16.65 †s4B
BLX (1530 Fisons)					red gum and menthol	..	0.98dz	0.237dz	0.14	STERAFIX (1037 Reckitt)				
cream shampoo sachet	0.37dz	0.09dz	0.05							small	1.35dz	..	..	0.15
tube	1.40dz	0.35dz	0.19							large	2.07dz	..	..	0.23
herb shampoo sachet	0.37dz	0.09dz	0.05							STERILODERM (970 PM)				
bottle 75 cc	1.83dz	0.46dz	0.25							bactericidal gel	60g	0.20	0.05	0.35
liquid shampoo sachet	0.37dz	0.09dz	0.05							dispenser	500g	2.81	0.21	4.43
bottle 67 cc	1.40dz	0.35dz	0.19							refill	500g	0.81	0.21	1.43
135 cc	2.47dz	0.62dz	0.33							STILBAGEN (68 Astra)				
CONAL (413 Lilly)					SODIUM AMYTAL (413 Lilly)					existing entry				d
odium, Enseals 100mg					ampoules					STRENOL (1418 Strenol)				
100	0.48	..	..	0.72 †s4A	250mg	1	0.28	..	0.42 †s4A	skin cream (vet.)	34 g	1.51dz	0.38dz	0.22
odium Pulvules 50mg					500mg	1	0.32	..	0.48 †s4A	STUART EDGAR (506 Gerhardt)				
100	0.30	..	..	0.45 †s4A	Pulvules 60mg	100	0.28	..	0.42 †s4A	nappy liners	50	1.76dz	..	0.22
500	1.31	..	..	1.97 †s4A		500	1.31	..	1.97 †s4A	100	3.12dz	..	..	0.39
100mg						5000	12.60	..	18.90 †s4A	STUD (1600 SHL)				
100	0.45	..	..	0.68 †s4A		200mg	100	0.56	0.84 †s4A	100	..	0.98	..	1.75
500	2.12	..	..	3.18 †s4A			500	2.75	4.13 †s4A	hormone cream 700	..	1.05	tax paid	1.85
5000	20.23	..	..	30.35 †s4A			5000	26.60	39.90 †s4A	STUGERON (666 Janssen)				
odium tablets 100mg							100	0.24	0.36 †s4A	tablets 15 mg	50	0.60		†s7
1000	2.85	..	..	4.28 †s4A			1000	1.91	2.87 †s4A	1000	10.92			†s7
DATUSSIN (413 Lilly)							5000	9.36	14.04 †s4A	SUBLIMAZE (666 Janssen)				
450 ml	0.36	0.09	0.63				100	0.41	0.62 †s4A	ampoules 2.15 ml	10	1.42		
2.25 l	1.50	0.38	2.63				1000	3.59	5.39 †s4A	50	6.65			
VIGON (1153 SKF)							5000	17.76	26.64 †s4A	10.5 ml	10	3.25		
yrup 100 ml	0.23	..	..	0.35						SULFEX (1153 SKF)				
NOKOT (1037 Reckitt)										nasal drops	25 ml	0.18	..	0.27 †s4B
yrup 150 ml				d						200 ml	1.04	..	..	1.56 †s4B
NSODYNE (1178 Stafford)										SULTAN (1246 Trent)				
oothpaste standard	2.04dz	0.51dz	0.28%							male tonic tablets	60	4.20dz	1.05dz	0.73
economy	3.06dz	0.765dz	0.41%							SUNBEAM (1199 Sunbeam)				
ION (1127 Seton)										hair dryer				
(distributors 93 BJ)										Lady Sunbeam				
eg drainage bag	2.50									BHD/1	4.87	1.22		7.71
	(1 1/2 dz)									floor stand				
male incontinence sheath	1.50									BHDFS/1	1.38	0.16		2.00
	(1 1/2 dz)									GHS/A	3.98	1.00		6.31
YNOLS (402 Earex)										hairstyler				
100 ml	0.15	0.037	0.25							over blankets				
200 ml	0.23	0.057	0.35							single	GSB1/2	8.54	2.14	13.53
200 ml	0.23	0.058	0.35							double	GSDB1/2	9.77	2.44	15.46
AMPOODLE (680 Kalium)										double dual	GDDB1/2	11.33	2.83	17.93
shampoo 4 oz	1.32dz	0.33dz	0.20							under blankets				
10 oz	2.64dz	0.66dz	0.43							single	GSU3/2	..	..	7.71
BEEN (923 OG)										double	GDU3/2	..	..	9.64
BEEN (109 BCL)										shavers				
25 g	1.18dz	0.30dz	0.17							International	G10	7.93	1.98	12.55
BER GENIUS (813 MF)										Shavemaster				
powder cream tube	0.281	0.069	0.49							XSM 1000	10.38	2.60		16.44
INE (412 Elida-Gibbs)										SMT1	10.72	2.68		16.97
hair conditioner aerosol										SUPERSOFT (1038 R&C)				
6 oz	3.225dz	0.805dz	0.43							hairspray	200 g	2.76dz	0.69dz	0.36
COT (786 Macdonald)										160 g, 240 g and 380 g				d
sanitary towels										SURE (412 Elida Gibbs)				
size 0	4.32	..	..	0.16						antiperspirant economy	3.79dz	0.95dz		0.50
size 1	6.48	..	..	0.18						roll-on	2.13dz	0.535dz		0.28
size 1 (6)	2.67	..	..	0.10						SWEET-BREATHS (912 O)				
size 2	5.64	..	..	0.20						0.715dz	0.13dz			0.10
size 3	4.26	..	..	0.23						SWEETHEART (1207 SBL)				
size 4	3.84	..	..	0.28						drinking cups	3.57	0.40		0.16
MPSONS (165 Bran P)										straws stripey	1.68	..	..	0.07
foot ointment	1.65dz	0.41dz	0.24							Flex-straws candy striped	1.92	..	..	0.08
NGLETONS (898 Northern)										magic roundabout	2.88	..	..	0.12
EET-O-STIK (652 Ingasetter)										sparkles (plastic)	2.40	..	..	0.10
insect repellent ..	0.09	0.02	0.15							SYLVIA (339 CG)				
EFRON (1153 SKF)										sanitary towels				
cold jet 200 g	0.25	..	..	0.38						disposable tab ends	0.96dz	..	..	0.10
ELS (1152 SK)										SYNADRIN (614 Hoechst)				
diabetic chocolate bar ..	1.38	..	..	0.09						tablets	10 x 10	2.94	0.74	5.15
pastilles ..	1.20dz	0.215dz	0.16							packs of 50 and 150				d
wafers ..	2.16	..	..	0.12						SYNTOCINON (1098 Sandoz)				
OL (1113 S&B)										ampoules 2 i.u. 2 ml	10	0.34	..	..
sun tan cream 55 g	1.82dz	0.455dz	0.24							pack of 6				d
sun tan lotion 55 cc	1.33dz	0.333dz	0.17%							SYNTOMETRINE (1098 Sandoz)				
110 cc	2.27dz	0.567dz	0.30							ampoules 1 ml	10	0.42		†s4B
sun tan oil 55 cc	1.82dz	0.455dz	0.24							pack of 6				d
Sungold										SYR. TUSSI HYDROBROM (576 PH)				
creme 120 cc	3.64dz	0.91dz	0.48							dp 500 ml	0.33	..	..	0.50 †DDI
lotion 120 cc	3.34dz	0.835dz	0.44							dp 2 l	1.17	..	..	1.75 †DDI
moisturising creme										TABAC ORIGINAL (443 Eylure)				
70 g	3.04dz	0.76dz	0.40							after shave lotion				
oil aerosol 135 g	4.40dz	1.10dz	0.58							opaline	15 cc	..	..	0.39
tan saver 150 cc	3.64dz	0.91dz	0.48							47 cc	..	..	..	0.69
mouse aerosol 135 g										90 cc	..	..	..	0.99
EEPIES (1327 WSL)										163 cc	..	..	..	1.55
hair curlers	0.655dz	0.164dz	0.10							305 cc	..	..	..	2.75
IMPLICITY (1246 Trent)										after shave balm	..	..	..	0.99
herbal slimming aid	6.00dz	1.50dz	0.95							deodorant				
										spray	50 g	..	..	0.66
										175 g	..	..	..	1.50
										talcum	35 g	..	..	0.65

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
eau de Cologne				unspread				TIGER (1613 HPL)			
opaline	15 cc	..	0.40	36 x 18 x 7/16 in	..	0.95		vacuum			
	47 cc	..	0.75	7/16 in	..	1.54		flasks	TR3-10	..	3.98
	90 cc	..	1.05	7/16 in	..	2.40			CTR3-10	..	3.98
	163 cc	..	1.59	7/16 in	..	2.78			TR510	..	5.76
	305 cc	..	2.85	semi-compressed					TRX10	..	4.25
hair tonic lotion				spread					TM2-10	..	4.25
oily or dry	90 cc	..	0.69	36 x 18 x 7/16 in	..	1.49			SA6.5	..	4.86
	163 cc	..	1.05	7/16 in	..	2.14			T10	..	5.17
pre shave lotion	47 cc	..	0.69	7/16 in	..	2.81			C/T10	..	4.99
	163 cc	..	1.55	7/16 in	..	3.54			TRD10	..	5.98
shaving foam spray				surgical					TRF10	..	5.51
	150 g	..	1.32	spread					TRC10	..	5.98
shaving stick	100 g	..	0.70	4 x 3 1/2 x 7/16 in	..	1.01dz			HF10	..	6.90
refill	100 g	..	0.65	4 x 3 x 7/16 in	..	1.01dz			ACC13	..	7.50
soap on a rope	..	..	1.35	3 x 3 x 7/16 in	..	1.01dz			M10	..	6.99
soap toilet size (1)	..	..	0.55	6 x 6 x 7/16 in	..	2.02dz			M13	..	7.94
raffia bag (3)	..	..	1.59	6 x 4 1/2 x 7/16 in	..	2.02dz			M16	..	8.42
soap bath size (1)	..	..	0.79	4 x 4 1/2 x 7/16 in	..	2.02dz			M19	..	9.18
raffia bag (1)	..	..	0.85	unspread					MP19	..	12.12
TABLOID (208 BW)				4 x 3 x 7/16 in	..	0.81dz		dualator	TR3-10	..	4.60
aspirin 300 mg	100		d	zinc oxide plaster B.P.C.				refills			
TAMPOVAGAN (221 Camden)				1/2 in x 1 yd	..	0.385dz			TRX10, TR3 series, T10, TR1, TRD,		
stilboestrol and sulphathiazole 12			d	1/2 in x 3 1/2 yd	..	0.875dz			TRF, TRC, ACC10	..	1.90
TARCORTIN (1178 Stafford)				1/2 in x 5 yd	..	1.14dz			TM2-10	..	2.00
cream	15 g	2.31dz	0.58dz	1 in x 1 yd	..	0.54dz			SA6.5	..	1.80
	30 g	3.745dz	0.935dz	1 in x 3 1/2 yd	..	1.23dz			H10, M10	..	2.05
TAR GARD (1213 T.G.)				1 in x 10 yd	..	2.66dz			H13, M13, ACC13	..	2.20
anti smoking device	0.59	0.20	1.13	2 in x 5 yd	..	2.85dz			M16	..	2.34
TAYLOR'S (1073 Robinson)				3 in x 10 yd	..	6.26dz			M10	..	2.46
belladonna plasters porous				1/2 in x 10 yd	..		d		IJ10	..	2.15
breast 6 in	..	0.89dz	0.223dz	1 in x 5 yd	..		d		IJ12	..	2.35
7 in	..	1.02dz	0.255dz	2 in x 10 yd	..		d		IJR10	..	2.85
red felt				3 in x 10 yd	..		d		IJR12	..	3.10
5 x 7 1/2 in	..	1.275dz	0.319dz	4 in x 5 yd	..		d		J18	..	3.30
7 x 11 in	..	2.55dz	0.638dz	4 in x 10 yd	..		d		J3.6	..	4.30
red flannellette									J5.7	..	5.80
5 x 7 1/2 in	..	0.99dz	0.248dz	TAZOLINE (1091 Rybar)					ice creamer	..	6.51
7 x 11 in	..	1.985dz	0.496dz	40 g	1.28dz	0.32dz	0.18 1/2		spare cups	..	0.81
B.P.C. white cloth									ice jar	..	5.20
5 x 7 1/2 in	..	0.655dz	..	TERRAMYCIN (969 Pfizer)					IJ10	..	5.98
7 x 11 in	..	1.31dz	..	animal formulas					IJ12	..	5.67
boil plasters	3	0.635dz	0.159dz	TM 10	50 lb	8.00	8 1		IJR10	..	5.67
	144	2.00	0.50	aerosol	200 g	0.83	..	1.24	IJR12	..	6.25
corn plaster, Ivy Leaf	..	0.485dz	0.121dz	antibiotic feed supplement					API	..	6.00
sal. acid 1 1/4 x 3 in 20%	..	0.34dz	0.085dz	TM 50	25 kg	37.34	8 1				
40%	..	0.375dz	0.099dz	Q injectable solution							
first-aid dressings				40 ml	0.71	..	..	1.06 1/2	TSVPO		
waterproof	tin	0.575dz		100 ml	1.66	..	..	2.49	TSVPO		
	..	1.15dz		soluble powder	50 x 1 g	3.00	..	4.50	TSVPO		
strips				2 kg	5.25	..	..	7.87 1/2	TSVPO		
2 1/2 x 6 in x 12	..	0.305dz		pesettes 500 mg	40	3.15	..	4.72	TSVPO		
3/4 x 1 1/2 in x 144	..	0.545		tablets 100 mg	100	1.49	..	2.23 1/2	TSVPO		
3/4 x 2 1/2 in x 144	..	0.60		topical ointment	30 g	0.21	..	0.31 1/2	TSVPO		
3/4 x 3 in x 144	..	0.65		TES-TAPE (413 Lilly)							
1 1/2 x 3 1/4 in x 50	..	0.49		dp 100 cm	0.47	..	..	0.71			
1 x 1 1/8 in x 50	..	0.25									
1 1/8 x 2 1/2 in x 50	..	0.315		TESTORAL (917 Organon)							
wound dressings				Sublings 10 mg pack of 25			d				
1 1/2 x 2 in x 50	..	0.365		TESTRONES (137 Blakoe)							
2 x 3 in x 50	..	0.66		100	0.56	0.14	1.00				
2 1/2 x 3 1/2 in x 50	..	0.735		TETRABID-ORGANON (917 Organon)							
1 1/2 x 1 1/2 in x 50	..	0.325		capsules 250 mg	100	3.38	..	5.10	TS		
circlettes 7/8 in dia.	100	0.345		500	16.67	..	..	25.00	TS		
1 1/8 in dia.	100	0.42		TETRAGEN (1623 Genethic)							
individually wrapped				capsules	100	1.25	..	..	TS		
1 1/2 x 1 1/2 in x 100	..	0.81		mixture	500 ml	1.20	..	..	TS		
1 1/2 x 2 in x 100	..	0.86		TETRALYSAL (227 Erba)							
2 x 3 in x 100	..	1.32		injection I. M.	1	0.20	..	0.30	TS		
2 1/2 x 3 1/2 in x 100	..	1.73		20	3.55	..	..	5.32	TS		
3/4 x 1 1/2 in x 100	..	0.635		TETREX-PMT (171 BLL)							
3/4 x 2 1/2 in x 100	..	0.70		injection vial							
3/4 x 3 in x 100	..	0.69		I.M.	350mg	0.50	..	0.75	TS		
sponge rubber adhesive				I.V.	350mg	0.50	..	0.75	TS		
7/8 x 3 1/2 x 6 in (3)	..	3.98dz		THALAMONAL (666 Janssen)							
7/8 x 36 x 18 in	..	3.00		ampoules 2.15 ml	10	1.85	..	..	DD		
3/4 x 36 x 18 in	..	2.38		50	8.50	..	..	..	DD		
unspread				THALAZOLE (971 PSMB)							
7/8 x 3 1/2 x 6 in (3)	..	3.475dz		tablets 0.5 g	100	0.32	..	0.48	†s4BTS		
7/8 x 36 x 18 in	..	2.24									
3/4 x 36 x 18 in	..	1.61		THEMIC (1068 Roberts)							
strapping adhesive waterproof				cough syrup	100 ml	2.86dz	0.72dz	0.43	†DDI		
1 in x 1 yd	..	0.705dz		lozenges	20	1.31dz	..	0.17	†DDI		
1 in x 2 1/2 yd	..	0.845dz									
1/2 in x 5 yd	..	0.99dz		THEOPHEN (1091 Rybar)							
1 in x 5 yd	..	1.505dz		50	2.75dz	0.69dz	0.40	†s1s4A			
2 in x 5 yd	..	2.50dz		500	1.70	0.42	2.99	†s1s4A			
3 in x 5 yd	..	3.80dz		50	2.75dz	0.81dz	0.45	†s1s4A			
4 in x 5 yd	..			500	1.70	0.50	3.50	†s1s4A			
superfoam adhesive				unspread							
7/16 x 36 x 18 in	..	1.28	0.32	THERMOTEGE (1073 Robinson)							
1 1/8 x 36 x 18 in	..	1.70	0.425	wool	small	1.32dz	0.33dz				
unspread				large		2.25dz	0.563dz				
7/16 x 36 x 18 in	..	0.92	0.23	THOMPSON'S (992 P&C)							
1 1/8 x 36 x 18 in	..	1.40	0.35	slippery elm food							
wintergreen and capsicum				maltd or unmaltd							
plasters				6 oz	2.00dz	..	..	0.21			
5 x 7 1/2 in	..	0.685dz	0.171dz	1 lb	3.68dz	..	..	0.38			
7 x 11 in	..	1.37dz	0.343dz	2 lb	6.16dz	..	..	0.65			
wool felt soft 100% Merino				THYGLID (641 HSL)							
wool spread				ankle reducing cream							
36 x 18 x 7/16 in	..	1.25		55 g	0.20	0.05	0.35				
7/16 in	..	1.85									
7/16 in	..	2.70									
7/16 in	..	3.09									

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
END (1467 Trend)				VAPONA (1155 S & N)				VIEW MASTER (490 GAF)				
eyelashes				Spirelle	11.04dz	..	1.25	album	199010	..	0.55	
Pretty Pussies	3.08dz	0.77dz	0.49%	VARON DANDY (1372 Santillan)				64 movie	504100	..	35.95	
twin pack	5.06dz	1.265dz	0.79%	after shave	2½ oz	..	1.27	64R movie	504120	..	39.95	
adhesive	0.60dz	0.15dz	0.15		5 oz	..	2.28	65 movie	504200	..	53.95	
eyeliner brush	0.60dz	0.15dz	0.15	lime	2½ oz	..	1.38	case	509100	..	2.95	
eye shadow brush	0.60dz	0.15dz	0.15		5 oz	..	2.42	film cutter	199370	..	7.75	
				brilliantine				glasses, Polaroid		..		
-ADCOITYL (1176 Squibb)				liquid	1½ oz	..	0.48		199500	..	0.80	
tic ointment	10 g	0.65	..	solid	1½ oz	..	0.62	insertor	199400	..	0.15	
METTS (1552 UL)				Cologne	1 oz	..	0.70	lamps		..		
discuits	2.25dz	..	0.25		2 oz	..	1.18	for 411 projector	100	..	1.50	
chocolate fingers	1.268dz	0.229dz	0.16		4 oz	..	2.00	for 511	12V	..	3.25	
crunch cakes	1.35dz	..	0.15		8 oz	..	3.63	for	111	..		
jouries	2.61dz	..	0.29		15 oz	..	6.90	projector 50W	..	..	1.35
rafers	2.61dz	..	0.29		31½ oz	..	13.04	500W stereo	..	..	4.95
MSTER (1542 Trinster) existing entry			d	demijohn	9 oz	..	3.83	library box	199110	..	1.20	
MSTER (1542 Trinster)			i		36 oz	..	13.49	home movies, Walt Disney		..		
aby products				deodorant				S.V. standard B/W		..		
bibs plastic	2.30dz	..	0.27%	aerosol	6 oz	..	1.60		602110	..	1.15	
polka dot	2.10dz	..	0.26	stick	2 oz	..	0.78	S.V. sup. B/W		..		
sleeved	3.30dz	..	0.40	eau de toilette	2½ oz	..	1.80		601110	..	1.15	
towel	1.56dz	..	0.19		6 oz	..	3.30	L.V. standard B/W		..		
cradle cap lotion	1.05dz	0.26dz	0.17		15 oz	..	7.07		602110	..	3.15	
face flannel	1.50dz	..	0.18	hair cream				L.V. sup. B/W		..		
nappy liners one way	2.10dz	..	0.25	tube	1½ oz	..	0.37		602210	..	3.15	
nappy squares (12)	2.50dz	..	3.50		3½ oz	..	0.57	S.V. std. colour		..		
pants				jar	3½ oz	..	0.65		602220	..	3.00	
coloured	small	0.50dz	..	hair dressing				S.V. sup. colour		..		
large	0.54dz	..	0.06	tube	1½ oz	..	0.37		601210	..	3.00	
ex. large	0.65dz	..	0.08		4 oz	..	0.57	L.V. std. colour		..		
covered	1.44dz	..	0.18	aerosol	6 oz	..	1.47		602220	..	7.00	
frilly	2.50dz	..	0.30	perfume	¾ oz	..	1.55	L.V. sup. colour		..		
3 row	2.20dz	..	0.26		1½ oz	..	4.65		601220	..	7.00	
trainer	2.50dz	..	0.30	pre-shave	2½ oz	..	1.27	Pana Vue 1	311090	..	2.95	
stretch	3.40dz	..	0.40		5 oz	..	2.33	1X	317000	..	1.80	
shampoo	0.98dz	0.25dz	0.16	powder stick	3 oz	..	0.85	automatic	..	..	5.35
PERIDOL (666 Janssen)				shaving cream				transformer		..		
yrup	500 ml	1.68	..	aerosol	6 oz	..	1.43		399670	..	1.50	
tablets 0.5 mg	100	1.30	..	brushless tube	1½ oz	..	0.37	projector 411	141486	..	9.50	
	500	5.93	..		3½ oz	..	0.62	511	142518	..	15.00	
	1000	11.25	..	lather	tube	..	0.65	111	141384	..	5.25	
1 mg	50	0.84	..	soap toilet	3 oz	..	0.33	500	142817	..	97.50	
	250	3.94	..		4½ oz	..	0.42	reel single	102000	..	0.26	
	1000	14.75	..	talcum	9 oz	..	1.18	pkt of 3	102030	..	0.80	
SILLAC (576 PH)				tanning spray	4½ oz	..	0.73	reel mount, personal		..		
dp 500 ml	0.25	..	0.38		6 oz	..	2.20		101000	..	0.60	
dp 2 l	0.88	..	1.31	VASCARDIN (894 Nicholas)				screenette	199200	..	0.85	
UST (103 Beecham)				tablets 10 mg	100	1.12	..	talking Viewmaster		..		
og or cat tablets	1.715	0.31	..	VASOCORT (1153 SKF)					118000	..	4.95	
	(6 dz)	(6 dz)	..	spraypack	15 ml	0.23	..	packets	..	..	1.45
CAL (252 Chelspa)				VASOTRAN (171 BLL)				theatre, Walt Disney		..		
inctus	100 ml	2.36dz	0.59dz	tablets 20 mg	120	2.16	..		121182	..	7.95	
	40 oz	1.75	0.44		1000	16.00	..	T.V.	121782	..	7.95	
	80 oz	3.28	0.82	V-CIL-K (413 Lilly)				transformer	399670	..	1.50	
ozenges	18	1.02dz	0.255dz	Pedipacs				viewers		..		
	100	5.00dz	1.25dz	125 mg sachet	12	0.25	..	G. P.U.L.	116014	..	0.98	
INAL (413 Lilly)					144	2.88	..	G boxed	116022	..	1.75	
pulvules 100 mg	100	0.40	..	V-CIL-K SULPHA (413 Lilly)				H	113062	..	1.95	
	500	1.93	..	paediatric suspension				D	111022	..	7.95	
	5000	18.85	..		60 ml	0.20	..	VITAPOINTE (1530 Fisons)				
200 mg	100	0.67	..	tablets	100	1.87	..	cream rinse	bottle	1.44dz	0.36dz	0.19
	500	3.07	..					hair conditioner	15 g	1.11dz	0.28dz	0.15
	5000	29.39	..	VEGANIN (1310 WW)					26 g	1.59dz	0.40dz	0.22
S (705 Kirby)				tablets	10	0.97dz	0.24dz	0.14	85 g	1.45dz	0.36dz	0.20
ronchial balsam 100 ml	1.65dz	0.415dz	0.25		20	1.56dz	0.39dz	0.22	175 g	2.84dz	0.71dz	0.40
INK (412 Elida-Gibbs)					50	3.36dz	0.84dz	0.47				
oller	twoeeny	1.335dz	0.335dz	VEIL (135 TB)				VORTEL (413 Lilly)				
	standard	2.18dz	0.545dz	cover cream	70 g	0.35	0.09	Pulvules	100	0.77	0.19	1.35
standard and twoeeny								syrup	120 ml	0.32	0.08	0.56
RIMIDE (1153 SKF)				VELBE (413 Lilly)					450 ml	0.98	0.25	1.72
tablets 5 mg	30	0.41	..	ampoules dry powder	10 mg	4.96	..	capsules	15 days	2.88dz	..	0.32
	250	3.02	..		10 ml				30 days	5.32dz	..	0.59
CEDAL (145 B)				VELVA (60 Arden)					60 days	0.81	..	1.08
apsules 450mg	100	2.00	..	cream	116.02	..	0.85	WATERBURY'S (721 LC)				
TER (1256 Ulter)					116.04	..	1.40	compound	16 oz	3.565dz	0.89dz	0.51
tomach tablets	20	2.03dz	0.51dz	mask	116.08	..	2.35	WATERFALL (366 Dendron)				
	40	3.88dz	0.97dz		109.98	..	0.95	bubble bath	30 cc	1.08	0.26	0.05
	100	8.78dz	2.20dz	moisture film	109.99	..	1.60			(3 dz)	(3 dz)	
	500	3.94	..		416.45	..	0.95					
IFLOR (53 A&B)					416.50	..	1.65	WELLA (1318 Wella)				
tablets	1 g	0.15	0.04		416.52	..	2.95	for men existing entry				
ANTOIN (1548 DDSA)				shampoo	306.99	..	0.65	for men				
tablets 50 mg	100	1.25	..	smopth lotion	205.83	..	0.95	hairdressing medicated	2.96dz	0.76dz	0.44	
100 mg	100	2.00	..		205.91	..	1.60	non greasy liquid	2.96dz	0.76dz	0.44	
CCO (1265 Vacco)					205.95	..	2.65	hairspray	0.35	0.09	0.61	
ug				VENTOLIN (34 A&H)				shampoo	sachet	0.67	0.17	0.05
luxury	PLJ	..	1.80	tablets 2 mg	100	0.83	..		(2 dz)	(2 dz)		
LIUM (1074 Roche)					500	3.65	..	bottle	2.40dz	0.60dz	0.35	
capsules 2 mg	100	0.53	..	VETZYME (978 PYP)				WELL COME (208 BW)				
	500	2.13	..	dog chews	1.20dz	..	0.15	aspirin tablets 300mg	25	
5 mg	100	0.77	..	powder	13½oz	4.45dz	..					
	500	3.15	..		3lb	1.17	..	stibophen injection bottle	50 ml	
tablets 2 mg	100	0.53	..		7lb	2.40	..					
	500	2.13	..		13lb	4.20	..	tetanus antitoxin 10,000 iu/2 ml	5	2.50	..	3.75
5 mg	100	0.77	..	VIBRA (721 LC)				single		
	500	3.15	..	tonic bath	..	1.515dz	0.38dz	0.21	WELLDORM (1154 SNP)			
tablets 10 mg	10	0.32	..	VIBRO-MASTER (713 KH)				tablets 650 mg	30	3.12dz	..	0.39
ALLEX (971 PSMB)				vibration unit				WENDY (1327 WSL)				
inctus	125 ml	0.19	..	VICK (1055 RM)				hairgrips	12	3.84	0.96	0.05
	10	0.32	..	vapour rub	38 g	2.125dz	0.53dz	0.28		(gross)	(gross)	
NISH (1037 Reckitt)				1 oz and 2 oz sizes				WHITE CROSS (109 BCL)				
ly killer	..	7.55dz	..					cough mixture	..	1.04dz	0.26dz	0.15

AUGUST BONUS OFFERS

SAUNA FOAM BATH OR SAUNA LOTION – 12 invoiced as 11 . . . that's one free worth 78p retail!

KURLASH EYELASH CURLER—6 invoiced as 5 . . . that's one free worth £1.10 retail!

TISSORS – Order one card of 6 each of the standard, de luxe and purse size and get one standard and one de luxe Tissors free worth £1.65 retail!

PERL

J. L. Perl Ltd
8 Esterbrooke Street
London SW1

SOLE UK DISTRIBUTORS FOR:
Sauna Toiletries
XZ Hair Nutrient
Samsar Manicure Implements
and the genuine
Diamon-Deb, Kurlash and Tissors

	Trade £.p	Tax £.p	Retail £.p
WILKINSON (1339 Wilkinson)			
shaving soap aerosol	175g	1.27 (½ dz)	0.31 (½ dz)
sword blades			
self service card (5)	6.82 (50 pkts)	1.71 (50 pkts)	0.24
WILLIAMS (255 Chembro)			
Aqua Velva			
Ice Blue after shave	54 cc	2.83dz	0.71dz
	108 cc	4.68dz	1.17dz
55 cc and 110 cc			d
WINLAM (615 H&M)	0.26	0.055	0.40
WOOD NYMPH (412 Elida Gibbs)			
hair colourant	3.97dz	0.995dz	0.54
WOODWARDS (1346 Woodward)			
diarrhoea mixture	1.52dz	0.38dz	0.20
gripe mixture	1.52dz	0.38dz	0.20
scalp care	1.32dz	0.33dz	0.17½
teething balm	1.44dz	0.36dz	0.21
WRIGHT'S (1351 WLU)			
shaving stick refill	0.835dz	0.21dz	0.11
talcum powder	0.975dz	0.245dz	0.14
vaporiser	0.60		0.82 †
WYKAMOL (1056 R&S)			d
WYKAMOL (1626 Wykamol)			i
WYN-O-THERM (44 Amovon)			
menthol and wintergreen			
cream	0.09	0.023	0.15
WYN-TARRH (44 Amovon)			
snuff	0.07	0.018	0.12½
WYOVIN (1352 Wyeth)			
tablets with phenobarbitone 250			d
XANADU (446 FI)			
antiperspirant spray			0.60
XB (988 Pollen)			
energy food tablets	0.75		1.00
night cream	28 g	0.83	0.17
pollen and honey	57 g	1.24	0.26
	157 g	0.45	0.63
	425 g	0.90	1.25
special C tablets	0.75		1.00
YANI (1091 Rybar)			
suntan oil	55 ml	1.50dz	0.37dz
	112 ml	2.60dz	0.65dz
cream	50 g	1.75dz	0.44dz
YARDLEY (1355 Yardley)			
Black Label			
pre electric shave	25221	0.28	0.07
nature lipids			
cream cleanser 120 cc	913	0.504	0.126
cream moisturiser 60 cc	912	0.504	0.126
skin freshener 120 cc	918	0.459	0.114
quickwink mascara 579	0.334	0.083	0.59
YEASTREL (793 MFL)			
	3½oz	1.29dz	0.14
	7oz	1.98dz	0.22
	16oz	1.86dz	0.42
YVES SAINT LAURENT (248 COTR)			
Rive Gauche			
body spray	920		2.95
moisture spray	905		2.95
spray Cologne	904		2.95
deodorant	906		1.95
soap	938		1.95
talc	946		1.95
"Y"			
bath oil	1 oz		3.80
eau de toilette	2 oz		3.65
	4 oz		5.55
	8 oz		8.05
	16 oz		12.55
atomizer	1.8 oz		3.65
	4 oz		5.55
refill			4.55
parfum			
de luxe	4 oz		30.00
handbag atomizer			
	¼ oz		4.45
refill			3.55
phial	¼ oz		3.25
mousse	3 oz		3.85
spray	1 oz		8.45
refill	1 oz		7.45
standard	½ oz		4.70
	½ oz		6.95
	1 oz		9.95
	2 oz		15.00
talc	2 oz		1.30

	Trade £.p	Tax £.p	Retail £.p
ZACTIPAR (1352 Wyeth)			
tablets	100	0.985	1.31½ts4B
ZACTIRIN (1352 Wyeth)			
tablets	100	0.87	1.16 †s4B
ZIEF (887 New Era)			
tablets	4.25dz	1.06dz	0.62
	10.30dz	2.57dz	1.50
ZIPICILLIN (208 BW)			d
tubes 300,000 i.u.			
ZIZANIE (446 FI)			
after shave	2 oz		2.00
	4 oz		3.00
anti-perspirant aerosol	5 oz		1.50
creme shave aerosol	5 oz		1.50
eau de toilet spray	2 oz		2.50
	4 oz		4.00
	8 oz		6.00
sprinkler	2 oz		2.50
	4 oz		4.00
	8 oz		6.00
hair spray	16 oz		10.00
soap	5 oz		1.50
	6 oz		1.00

AMENDMENTS TO KEY TO SUPPLIERS

35 Allergan	= Allergan & Co Ltd, Lane End Road, High Wycombe, Bucks. 0494 21124
49 A&V	= Antibiotics & Vitamins Ltd, Parker House, Beresford Avenue, Wembley, Middlesex, 01-903 5541.
148 Bouscarle	= R. E. Bouscarle & Sons Ltd, 15 Cliffords Inn, Fetter Lane, London EC4A 1AT, 01-405 1263
157 Boxford	= Boxford (Suffolk) Whole- food Products Ltd, Boxford, Colchester, Essex CO6 5NY
174 BVP	= Bristol Veterinary Products, 1 Cremyll Road, Reading, Berks. RG1 8HF, Reading 583264.
402 Earex	= Earex Ltd, Southport, Lancs. 0704 2921.
446 FI	= Faberge Inc, Ridgeway, Iver, Bucks. Slough 44222
582 Haywood	= J. H. Haywood Ltd, Abbey- field Road, Lenton Lane, Nottingham. 0602 862581
621 Hoover	= Hoover Ltd, Perivale, Greenford, Middlesex. 01-997 3311
624 Houbigant	= Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey. 02934 4232
633 H & P	= Hulman & Parker Ltd, 34 Gayton Road, Harrow, Middlesex HA1 2HF
771 LCPL	= Lofthouse Chemical Products Ltd, Cope Road Industrial Estate, Cope Road, Fleetwood FY7 7LP Lancs. 0391-7 2435
772 Lon	= Lon (UK) Ltd, 61 Sloane Avenue, London SW3 3DM. 01-589 3138.

779 Lundbeck	= Lundbeck Ltd, The Green, Welwyn, Herts. Welwyn 6601
807 MPB	= Mason Pearson Bros, 157 Piccadilly, London W.1. 01-493 1916.
964 Personna	= Personna International UK L Wellington House, Upper Str Martin's Lane, London W.C.2
967 Petfoods	= Pedigree Petfoods Ltd, Melton Mowbray, Leicesters 0664 4141
981 Picot	= Picot Ltd, 50 Upper Brook S London W1Y 2AE. 01-629 4
1028 Rapidol	= Rapidol Ltd, Inecto House, 32 Dover Street, London W1X 3RA. 01-493 7541
1111 Schwarzkopf	= Schwarzkopf Ltd, Penn Road Californian Trading Estate, Aylesbury, Bucks. 0296-810
1121 Searle	= G. D. Searle & Co Ltd, Whalton Road, Morpeth, Northumberland, Morpeth 4311
1613 HPL	= Harp Products Ltd, Riverside House, Carnwath I London SW6 3HS. 01-736 7
1614 Inter Pan	= Inter Pan Ltd, 169 Regent Street, London W1. 01-734 7495
1615 BBP	= Bardsley Baby Products, 10 Bardsley Vale Avenue, Bardsley, Oldham, Lancs. 061-624 3950
1616 Lipha	= Lipha UK, Pyramid Works, West Drayton, Middlesex. West Drayton 3013
1617 Angel	= Angel Pharmaceutical Service Ltd, 422 St John Street, London EC1V 4NJ. 01-837 5373
1618 BFL	= Barclay Foods Ltd, Abbeyfield Road, Lenton Lane, Nottingham. 0602 862581
1619 PCDL	= Parfums Christian Dior (UK) Ltd, Avis Way, Newhaven, Sussex, 07912 4771
1620 Lloyd's	= Lloyd's Surgical Dept Ltd, Commercial Road, Portsmouth, Hants. Portsmouth 21451
1621 Interbro	= Interbro Ltd, Cavridy House, Ladymead, Guildford, Surrey, 0483 60757
1622 DGL	= Dellex-Grosvenor Ltd, 71 Gloucester Road, Croyd CR9 2XN. 01-684 3881
1623 Genethic	= Genethic Pharmaceuticals (U Ltd, Abbey Life House, 1 St. Paul's Churchyard, London E.C.4. 01-248 6105
1624 JAOL	= Jean D'Albret-Orlane Ltd, 125 High Holborn, London WC1 6BR. 01-242 1162
1625 Sallis	= E. Sallis Ltd., Vernon Work Waterford Street, Old Basfo Nottingham NG6 0DH. Nottingham 77841
1626 Wykamol	= Wykamol Ltd, 21 Hyde Str Winchester, Hants. 0962 50

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
AFRO GIRL (14 Afro)			
compressed powder	0.36	0.09	0.62½
liquid foundation	0.30	0.075	0.55
lipstick	0.24	0.06	0.45
medicated skin balm	0.24	0.06	0.45
ALDACTIDE (1121 Searle)			
tablets	500	16.85	25.25 •
ALMAY (39 Almay)			
sun care			i
bloc gel	0.40	0.095	0.70
lotion deep tanning	0.345	0.08	0.60
full filter	0.345	0.08	0.60
semi-filter	0.345	0.08	0.60
oily skin, skin care packs			d
AMINACYL (1303 Wander)			
sodium cachets	1.5 g	100	d

	Trade £.p	Tax £.p	Retail £.p
ANUSOL (1310 WW)			
cream	1.99dz	0.4975dz	0.
APSIN VK (1432 APSL)			
tablets 125 mg	1000	3.00	
250 mg	1000	6.00	
syrup			
62.5 mg and 125 mg	60 ml		
ASPELLIN (1023 Radiol)			
aspirin spirit liniment	500 ml	0.73	1.
	450 ml		
BALLET (702 KC)			
10 case rates minimum order direct			
toilet tissue twin roll	1.05		0.
	(1½ dz)		

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
R (1023 Radiol)				GUERLAIN (548 Guerlain)							
Bone Radiol (horses and dogs)				ambrosia emulsion 40 gr	..	..	3.60 a		5 metres	0.45	0.115
200 ml 0.50	0.125	0.85 a		aromatic lotion 110 cc	..	..	1.65		17 metres	1.38	0.345
500 ml 1.12	0.28	1.85		230 cc	..	..	2.65		Pan F		
450 ml		d		circulation creme 23 gr	..	..	1.75		135 - 20	0.225	0.0565
				cleansing creme No.1	..	..			135 - 36	0.30	0.075
				55 g	..	..	1.20		935	0.175	0.044
				195 g	..	..	2.75		5 metres	0.45	0.115
				No.2	..	..			17 metres	1.38	0.345
				55 g	..	..	1.20		paper Ilfobrom		
				195 g	..	..	2.75		single weight		
				jelly 110 cc	..	..	1.90		3½ x 5½	25	0.22
				oil 110 cc	..	..	1.55		100	0.66	0.165
				creme for delicate skin	..	..			25	0.31	0.08
				23 g	..	..	2.95		100	0.98	0.245
				creme acide 23 g	..	..	1.60		25	0.52	0.13
				creme camphrea 23 g	..	..	2.60		100	1.69	0.425
				creme essential (reductrice)	..	..			double weight		
				23 g	..	..	1.95		3½ x 5½	25	0.25
				creme mousseline 35 g	..	..	1.25		100	0.77	0.195
				creme plein vent 27 g	..	..	1.65		25	0.35	0.09
				creme secret de bonne femme	..	..			100	1.15	0.29
				45 g	..	..	1.30		25	0.59	0.15
				creme solaire fluide	..	..			100	2.01	0.505
				110 g	..	..	1.75		INDIAN SUMMER (624 Houbigant)		
				eye creme 13 g	..	..	1.10		Cologne 160 cc	1.65	0.412
				eye make-up remover	..	..			spray 70 g	1.25	0.312
				56 cc	..	..	1.25		dusting powder 168 g	1.00	0.25
				eye pencil propelling	..	..	1.45		eau de Parfum 15 cc	0.25	0.062
				refill	..	..	0.60		eau de toilette		
				eye shadow fluid	..	..	1.60		spray mist 28 g	0.65	0.162
				powder	..	..	1.85		parfum spray 7.5 g	0.90	0.225
				face powder 63 g	..	..	1.95		perfumed talc 140 g	0.35	0.087
				refill 63 g	..	..	1.40		IVAX (147 Boots)		
				compressed 21 g	..	..	1.75		11	2.95	..
				refill 21 g	..	..	1.00		KLEENEX (702 KC)		TS*
				face powder Candide	..	..			10 case rates minimum order direct		d
				30 g	..	..	1.40 r		kitchen towels		
				fluid cleanser 110 g	..	..	1.20 a		single	1.77	0.20
				hand creme (tube) 23 g	..	..	0.85		(2dz)	(2dz)	0.11 a
				hydrastick	..	..	0.75		twin pack	2.53	0.28
				lipgloss	..	..	0.75		(1½dz)	(1½dz)	0.21
				lipstick	..	..	0.75		patterned		
				mascara cake	..	..	1.20		border/all over	2.64	0.30
				roll-on	..	..	1.25		(1½dz)	(1½dz)	0.22
				masques	..	..			holders	3.31	0.37
				beaute d'un soir 23 g	..	..	2.95		(4dz)	(4dz)	0.12
				irradie 23 g	..	..	1.95		pretty patterns		d
				maffilm 27 g	..	..	1.70		tissues		
				moisture base 27 g	..	..	1.20		boutique	2.06	0.23
				53 g	..	..	2.10		(2dz)	(2dz)	0.12½a
				nail and cuticle creme	..	..			regular	150	2.35
				13 g	..	..	1.10		(2dz)	(2dz)	0.14
				natural foundation 27 g	..	..	1.70		for men		
				neck creme 23 g	..	..	3.80		pocket pack		
				rouge compact	..	..	2.95		single	1.42	0.16
				refill	..	..	0.95 r		(6dz)	(6dz)	0.03
				creme	..	..	0.80 a		triple	2.12	0.24
				fluid	..	..	1.75		(3dz)	(3dz)	0.09
				shampoo 220 cc	..	..	1.65		KOTEX (702 KC)		
				skin food No.1 23 g	..	..	1.30		10 case rates minimum order direct		d
				soothing lotion 110 cc	..	..	1.65		loop towels		
				230 cc	..	..	2.65		regular size 1	12	2.96
				sport creme 23 g	..	..	1.25		(2dz)	(2dz)	0.16 r
				supernourishing creme	..	..			super size 2	12	3.43
				23 g	..	..	3.30		(2dz)	(2dz)	0.18½r
				55 g	..	..	5.30		MAYBELLINE (1333 WL)		
				teint dore 110 cc	..	..	0.99		eye lashes		
				tonic lotion 110 cc	..	..	1.20		Just lashes	..	0.49 •
				230 cc	..	..	2.10		MEDICA (716 Krups)		
				cleansing oil 230 cc	..	..	d		bathroom scales	..	2.70 i
				transfluid 28 g	..	..	d		Mepacrine hydrochloride (649 ICI)		
				HIGGINSON'S (603 H)					entire entry		d
				general health pills	..	1.28dz	0.32dz	0.16 a	MILTON-AID (890 Newton)		
				..	..	2.08dz	0.52dz	0.26	(distributors 1556 Farillon)		
				HIGGOLENE (603 H)					cream, tube 1½ oz	1.53	0.17 c
				ointment tin	1.28dz	0.32dz	0.16 a		MOVELAT (Luitpold) (1556 Farillon)		
				HISTRON (1054 R&B)					ointment 25 g and 50 g		d
				25 g	1.32dz	0.32dz	0.19 a		NONAD TULLE (34 A&H)		
				50 g	1.92dz	0.50dz	0.28		2 x 2in 36		d
				ILLFORD (645 Ilford)					NOVA (716 Krups)		
				films					bathroom scales	..	4.50 i
				FP4					NOVESINE (1303 Wander)		
				126 cartridge	0.155	0.039	0.26 a		entire entry		d
				120, 127, 620	0.155	0.039	0.27		OPTREX (690 Keldon)		
				135 - 20	0.225	0.0565	0.38		eye lotion	large	2.89dz
				135 - 36	0.30	0.075	0.50½		family	4.94dz	0.70dz
				935	0.175	0.044	0.29½				1.20dz
				5 metres	0.45	0.115	0.76		OPTULLE (690 Keldon)		
				17 metres	1.38	0.345	2.31½		continuous strip		
				HP4					8 yd x 3½ in	4.64dz	0.58 a
				120, 127	0.155	0.039	0.27		OSSOPAN (11 ASL)		
				135 - 20	0.225	0.0565	0.38		powder	50 g	1.66
				135 - 36	0.30	0.075	0.50½		tablets	30	0.52
				935	0.175	0.044	0.29½			150	2.21
										180	2.35
										1000	10.60
											2.65
											18.55

For sore throats—mouth infections—sore gums

Oraldene

Unique, 8-hour antibacterial action from a single rinse
One pack O.T.C./prescription

A chemist-only product with high profit margin



William R. Warner & Company Ltd.,
Eastleigh, Hants. Tel. Eastleigh 3131

		Trade £.p	Tax £.p	Retail £.p
PIMAFUCIN (192 Brocades)				
suspension	20 ml	2.80	..	4.20 c
PRIMES (890 Newton)				
(distributors 1556 Farillon)				
3 roll	1.28dz	0.32dz		0.17 c
PRINCESS (716 Krups)				
bathroom scales	..	..	..	4.95 i
RADIAN (1023 Radiol)				
bath salts	450 g	0.18	0.045	0.31 a
	3 kg	0.90	0.225	1.48 c
massage cream	40 g	0.15	0.037	0.25 a
	100 g	0.21	0.052	0.35
	500 g	0.60	0.15	0.98 i
	450 g			d
-A	25 ml	0.14	0.035	0.23 a
	50 ml	0.20	0.05	0.33
	500 ml	1.40	0.35	2.30 i
	450 ml			d
-B	50 ml	0.14	0.035	0.23 a
	100 ml	0.19	0.047	0.32
	200 ml	0.26	0.065	0.43½
	500 ml	0.60	0.15	0.98
	450 ml			d
RADIOL (1023 Radiol)				
4-oils	350 ml	0.60	0.15	0.99 a
electuary	150 g	0.32	0.08	0.53 i
	700 g	0.76	0.19	1.25
	120 g			d
	560 g			d
liniment				
horses and dogs				
	425 ml	0.50	0.125	0.85 a
	112 ml			d
presentation pack				
worm powder A and S	2.67	0.397		4.00 a
				d

		Trade £.p	Tax £.p	Retail £.p
RADIO MALT (179 BDH)				
jar	1 lb	0.27	..	0.36 a
	2 lb	0.45	..	0.60
RAVERON (11 ASL)				
ampoules 1 cc	6	1.46	..	2.19 a
	30	6.93	..	10.40
RECOSEN (11 ASL)				
ampoules 1 cc	6	0.75	0.19	1.32 a
	30	3.17	0.79	5.55
tablets	30	0.80	0.20	1.40
	150	3.47	0.87	6.07
RIPASON (11 ASL)				
tablets	30	0.71	..	1.06 a
	150	3.05	..	4.58
vial	10 cc	0.92	..	1.38
ROBADEN (11 ASL)				
ampoules 1 cc	6	0.87	0.22	1.52 a
	30	3.48	0.87	6.09
tablets	30	0.87	0.22	1.52
	150	3.48	0.87	6.09
ROYAL SWEDEN (1412 Jackel)				
hair brushes ladies				
	17001, 17003/4/5	0.77	0.193	1.35 •
	17071, 17073/4/5	1.43	0.358	2.50
hair brushes men's				
	17002	0.77	0.193	1.35
RUMALON (11 ASL)				
ampoules 1 ml	5	1.18	0.29	2.06 a
	25	4.94	1.24	8.65
vials	5 ml	1	0.29	2.06
	5	4.94	1.24	8.65
SPARKLETS (183 BOC)				
home brew kit		4.46	..	0.99 •
		(½dz)		
wine kit		4.46	..	0.99
		(½dz)		

		Trade £.p	Tax £.p	Retail £.p
SPECIFENE (603 H)				
ointment	1.28dz	0.32dz		0.16 a
	2.24dz	0.56dz		0.28
UNG. MORRHUAE CO. (576 PH)				
dp 500 g	0.80	..	..	1.20 i
URIGON (1054 R&B)				
dp 100 g	2.52dz			a
dp 200 g	4.44dz			
VI-MINEROL (1023 Radiol)				
canine	500 g	0.36	..	0.50 i
	2½ k	1.34	..	1.75 a
	450 g			a
VIVELLE (451 F&J)				
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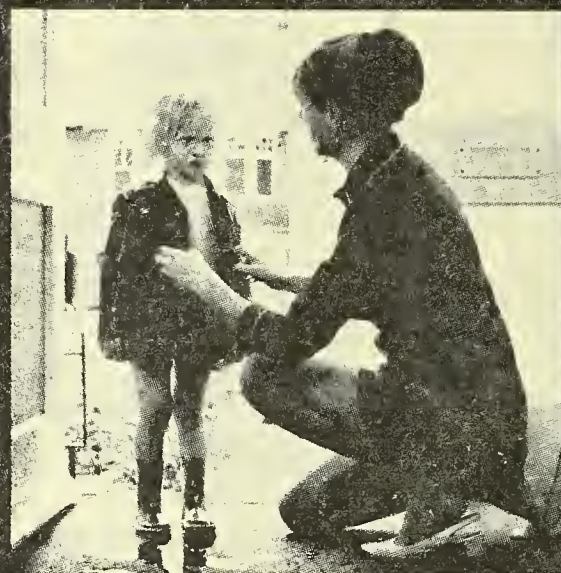
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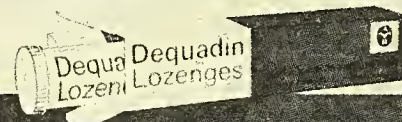
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COMMENT

Dental health and the pharmacist

A large section of the community is ignorant of the benefits of dental health. It is, say the British Dental Health Foundation, as if the mass of the population is prepared to sacrifice its teeth "without question"—accepting that decay and tooth loss are inevitable.

This is a surprising indictment by the Foundation, formed recently to meet the need for a "planned co-ordinated, powerful and continuous campaign to make the public aware of the benefits that could arise from a new attitude to dentistry and dental health." It is an area where the pharmacist has much to contribute, and there should be a link between the Foundation and pharmacy to ensure the public can be made aware of the preventive treatment currently available.

For example it has been pointed out that topical fluorides could reduce dental caries in children by at least half, and the use of such compounds provides probably one of the fastest methods of dealing with the problem. On plaque

removal to reduce caries and gum disease generally, the Foundation refers to the use of inter-dental stimulators and the correct brushing of teeth and gums. Over the counter pharmaceutical advice could help a great deal—effective tooth brushing is not easy to teach nor readily carried out by juniors, but now that disclosing solutions and tablets which temporarily stain plaque are available, the technique and need for effective brushing can be shown dramatically to children and adults.

Various aspects of dental health are dealt with in this issue, and although pharmacy has lost to the grocer some of the toothpaste business it handled, nevertheless the remaining turnover is still appreciable, and in the wider area of the prevention of dental ill health there is much that can be profitably done. Dental decay is, according to the British Dental Health Foundation, probably the world's commonest disease and there is enough evidence to suggest that the United Kingdom is amongst the worst afflicted. Thus the opportunity exists for pharmacy to be seen to be active in this sphere.

NOTES ON NEW MEDICAMENTS

Althesin

Constituents: 3 α -hydroxy-5 α -pregnane-11, 20-dione (alphaxalone) and 21-acetoxy-3 α -hydroxy-5 α -pregnane-11, 20-dione acetate (alphadolone).

It has long been known that certain steroids have some general anaesthetic properties when injected intravenously, and early investigations seemed so promising that one product, hyroxydione, although slow in action, was marketed for intravenous use as an anaesthetic. Clinical experience later revealed that apart from its slow induction and recovery rate the drug had other disadvantages, particularly local irritant properties, and its use was abandoned.

More recent studies on newer derivatives with structural similarities to progesterone have shown that these early disadvantages can be overcome, and Althesin is a product of such research. The main anaesthetic component is alphaxalone, but it is virtually insoluble in water. Alphadolone acetate is also insoluble, although a mixture of the two substances exhibits a greater solubility. The problem of solubility has been overcome by the use of solubilising agents, and the product is presented as an isotonic solution of neutral pH, containing 20 per cent of polyoxyethylated castor oil.

Following a single intravenous injection, anaesthesia occurs in about thirty seconds, and recovery takes place after five to 10 minutes. Unconsciousness may be prolonged by giving the drug by slow intravenous drip infusion. Its brief action is due to rapid conjugation by liver enzymes, and not to redistribution in the tissues

and temporary storage in body fat, as with the barbiturates. Entero-hepatic circulation of inactive metabolites of the steroids may continue for a few days.

Recovery from anaesthesia with Althesin is usually rapid and complete, and any temporary return to unconsciousness is uncommon. By reason of its inactivation by the liver, the drug should be used with care in patients with liver dysfunction.

The high degree of tolerance, the absence of any depressant effects on the cardiac or respiratory systems, the wide range between the therapeutic and toxic doses, mark the new product as an interesting advance in anaesthesia, although the mechanism of action remains obscure.

Ketalar

Chemistry: 2-(*o*-chlorophenyl)-2-(methylamino)-cyclohexanone hydrochloride (ketamine hydrochloride).

Ketamine is a rapid acting, non-barbiturate, general anaesthetic, for intravenous or intramuscular use. It is employed in a wide range of diagnostic and surgical procedures, but the type of anaesthesia produced by the drug is unusual, and has been termed "disassociative anaesthesia".

It appears to have a selective action on some association pathways in the brain, so that a blockade of the sensory system is obtained before other cerebral activity is markedly affected.

That unique pharmacological action gives the drug cataleptic, analgesic and anaesthetic properties, without the central sedative effects of intravenous anaesthetics of the barbiturate type.

Clinically, analgesia occurs before anaesthesia is established, and persists beyond the post-anaesthetic period. This action increases the value of the drug for certain procedures, but at the same time complicates recovery to some extent, and care should be taken not to disturb the patient

during this analgesia-post-anaesthetic period.

Ketamine also differs from most other anaesthetic agents in causing an increase in pulse rate and blood pressure. This may be useful in some cases, but with patients with an already elevated blood pressure, the increase could be disadvantageous. On the other hand, respiration is but little affected, and the properties of Ketamine make it a drug of unusual interest.

LETTERS

Advising the adviser

Concerning your article "Who advises the adviser?" (*C&D* July 22, page 111), I was most interested to read of you contacting the schools of pharmacy to see what emphasis is placed on contraception in the pharmacy syllabus.

I was secretary of the Welsh Students Pharmacy Association in 1964, while a student at the Welsh School of Pharmacy. The student committee of this association was well aware of the absence of such information in the syllabus. Contact was made with the senior medical officer of the local FPA clinic, who was delighted to have the opportunity to pass on her knowledge, and advice on advising people.

The resulting meeting proved beneficial and bridged the knowledge gap most admirably.

With a time lapse of eight years, it seems a pity that the schools of pharmacy cannot be a little more practical, particularly in this socially and economically important subject.

Barbara Fourcade
Newport

PROFESSIONAL NEWS

Pharmaceutical Society of Ireland

New Irish Union could be finalised by October

The final draft of the Constitution for the proposed new Pharmaceutical Union has been received, the monthly meeting of the Council of the Pharmaceutical Society of Ireland was told by Mr T. R. Miller.

Mr Miller regretted that he had been unable to attend the June meeting of the Council but was pleased to note the keen interest taken by members in the latest developments concerning the union when the matter came up for discussion.

He paid tribute to the co-operation the organising committee had received from the Irish Drug Association and said that any delay which had occurred in the formation of the union had afforded all concerned extra time to study the proposals in greater detail with the result that they had had an opportunity of introducing valuable amendments to the original draft.

All eight regions to be represented

The fact that all eight Health regions would be represented on the new body was said to be a great advantage.

The President said he would like a message of goodwill and appreciation to be conveyed to the IDA for their approach to the matter. Mr Miller, as chairman of the organising committee, said he would like to be associated with this.

Mr W. Butler said the final proposals would be put to a ballot of IDA members and he hoped everything would be finalised before the Pharmacy Congress in Tralee in October. He would not like anything to stand in the way. This was the last hurdle and members of the IDA and the Society should take it together and ensure that the organisation was established as quickly as possible.

The Registrar, Mr J. G. Coleman, reported on an extraordinary general meeting of the Pharmaceutical Group of the European Community in Brussels on June 23 at which the Society was represented by the President and himself. Mr Power had signed the Convention on behalf of Irish pharmacists. The IDA had authorised Mr Power to sign on their behalf.

The Registrar, in his report, quoted the statement made by Mr Power to the delegates and referred to the sympathy expressed by Monsieur Kuipers to the Irish delegates on the great loss sustained in the air crash the previous Sunday when a number of leading Irish industrialists had lost their lives.

Mr Miller said it was obvious that continuity would have to be maintained with Brussels and he thought they would have to decide on a person to be leader. The obvious choice, he believed, was Mr Power.

Mr Patrick Browne said the Irish Hos-

pital Pharmacists' Association had applied for associate membership of the European Hospital Pharmacists' Association and hoped to be in a position to send a delegate to the international meeting of that body in Venice in September or October. He said he would like to see close liaison between the representatives of the Society and his organisation on all matters relating to Brussels.

The meeting agreed that Mr Power should head the Society's delegation in all future discussions. The President intimated that he would seek a meeting with the IDA in the near future to discuss all aspects of policy relating to the EEC.

It was agreed that the President, Mr Corrigan, Mr Miller and the Registrar should represent the Society at a meeting in London on October 6-7 when developments to date in relation to the EEC would be discussed and arrangements made in connection with a future meeting of the pharmaceutical group in Amsterdam.

On the motion of the President, seconded by Mr Semple, Mr O'Donnell was appointed representative of the Council on the Consultative Committee set up by the Minister for Agriculture and Fisheries, under the Animal Remedies' Act, 1956.

Mr O'Donnell explained that a primary function of the Committee was to arrange publication of formulae for animal remedies.

The President said this was a very useful function as the present position in regard to the distribution of veterinary medicines left much to be desired. In some instance there was little, if any control on distribution and it was with regret that he had noted recently a serious loss of animals in co Carlow. Personally, he was disappointed that the Minister for Agriculture or his Department had not replied to the Council's submissions dealing with the control of antibiotics.

In the memorandum sent to the Department the hope was expressed that schedule 2, which was an effective form of control, would be brought into operation until such time as discussions were held with representatives of the veterinary profession and the Department of Agriculture on what was considered would be the final answer to the problem.

Following the submission by the Council of a report on drug education to the Department of Health a letter was received from the Department expressing a desire to meet representatives of the Council and other interested parties on the matter on August 22.

It was also agreed to accept an invitation from the Irish Medical Association to discuss matters of mutual interest arising out of a debate at the annual meeting of

the IMA. The President, Mr R. J. Semple, Dr Boles and Mr J. R. Miller were appointed to represent the Council.

Arising out of the House Committee Report, the Registrar stated that as a result of the new Regulations recently sanctioned by the Minister for Health, members and Licentiates who had not paid their annual subscriptions and fees by March 31 could be penalised. It was intended to send out a circular to this effect enclosing a copy of the Regulations, incorporating a warning to all concerned.

Surprise was expressed when the Registrar reported that the amount outstanding was approximately £3,000, due by Members, Licentiates, Assistants and Druggists for the year 1972. He said that as a result of increased fees a great number of balances were overdue.

Mr Corrigan said the Council had power to prosecute them for non-payment if they did not respond to the latest appeal.

Delay in confirmation of the new fees

The Registrar explained that because of a delay in obtaining confirmation of the proposed new fees from the Department of Health earlier this year, members did not get the usual notice indicating that the fees were due on January 1 last. Accordingly the Council had been a little more lenient this year but the people concerned were very slow in paying up.

Arising out of the Law Committee Report, a letter was received from the sales manager of Burroughs Wellcome and Co, Mr Fintan Molloy, reporting that Diconal was once again available on the Irish market. He explained that the company did not want to draw attention to the fact or give undue publicity to it but they would like pharmacists to know it was available on the Irish market, if prescribed.

Also arising out of this report, the Inspector, Mr Cummins, drew attention to a newspaper report that a two-year-old child had died following the accidental swallowing of Malathion. The pathologist, Dr Raymond O'Neill, had told an inquest in Cork on June 15 that the child had died after taking what he described as "a very deadly poison". A verdict was recorded that death was due to cardiac and respiratory failure following the taking of the pesticide, Malathion.

The Council urged that pharmacists should label this product as a scheduled poison. Even if traders failed to do so, pharmacists should display their higher degree of responsibility which their training afforded, by labelling the product in this manner.

When Dr Boles suggested that a recommendation should be sent to the Department to have the product listed as a scheduled poison, the President said that pharmacists were exercising voluntary control. He hoped that the death of this child would alert the Department to the urgent need for modern poisons legislation.

Legislation— 'the sooner the better'

Reporting on recommendations on behalf of the Practice of Pharmacy Committee in regard to Medicines' Legislation, Mr Walsh stated they all agreed that such legislation was necessary and that the sooner it was introduced the better. He thought the Council should urge on the Government that such legislation should be introduced in an over-all, unified manner; that there should be no attempt at piecemeal legislation as was the case frequently.

The main issue was that all drugs and other preparations coming within the general description of medicines, whether for human or animal use, should be licensed and supplied through pharmacies. Policy within the EEC was directed towards specifying the range of products and goods which pharmacists might stock or supply. Pharmacists would be responsible for the quality of medicines supplied, without in any way diminishing the responsibility which rested with the manufacturer.

It was recommended that in future all pharmacists should be registered and inspected by the Society, leading eventually to a system of licensing. The Society would continue to look after legal and educational matters as it had been doing for the past 100 years.

Regarding veterinary matters, Mr Walsh said the Committee had examined this "sensitive problem" in some detail and concluded that further consideration would be given to it. In the case of most antibiotics there was agreement that Schedule 2 control was most likely to achieve the desired result.

The Society might at some stage like to institute higher diplomas for specialised sectors of Hospital, Industry or Community pharmacy and it was suggested that some arrangement might be made with a University. The proposed Medicines' Board should be constituted mainly of experts and he thought the exact composition of the Board should be specified. In England the Commission had included five pharmacists. It was also envisaged that two laboratories would be set up; there should be a pharmaceutical control laboratory and eventually a clinical pharmacological laboratory.

Mr Eric Burrell paid tribute to Mr Walsh as chairman of the Committee on the manner in which he had guided them. He assured Mr Semple that the Post-Graduate Education Committee would get the full support of the Eastern Health Region in promoting future courses. The necessity lay in the fact that they were going into Europe and it would be vital to have a unified standard.

Regarding the appeal for funds to have a comprehensive survey of the profession carried out, he described it as "a clarion call", and asked: "How can we possibly

contemplate going into Europe when we do not know how Pharmacy stands in Ireland?". The proposed survey would help them to plan for pharmacy of the future and deserved the complete support of pharmacists.

Endorsing the appeal for support, Mr Walsh said that whatever chance they had of gaining support for their policies with facts, they had none without them. He asked those who had not already subscribed to do so immediately.

The President explained that the proposed survey would be basically related to the economics of professional pharmacy. This was more important than ever in a European situation where they could have a hard battle. It was not merely an academic exercise as the end product would be very much concerned with basic economics.

Dr Boles reported on the latest developments in regard to the operation of the new Health scheme in the Eastern Region and said there had been problems. It behoved pharmacists throughout the country to be vigilant, alert and attentive. One problem was the payment sheet which was very difficult to interpret and check. He thought it would be advisable to have meetings with the doctors in all regions to ensure a smoother working of the scheme. In areas in which such meetings had been held arrangements were working smoothly. In other areas certain difficulties had arisen which would require to be ironed out.

Removing misunderstandings at local levels

The President agreed that pharmacists not yet involved in the scheme should be alerted to the problems. The most important thing was contact with medical colleagues. By this means a harmonious relationship could be achieved. The best place to remove misunderstandings was at local level and he urged that consultations along these lines be held in areas in advance of the introduction of the scheme in the seven other regions. In addition, these regions would have the benefit of the experience acquired in the operation of the scheme in the Eastern Region and he invited all members to seek the advice of the negotiating committee which would be given freely to all seeking assistance.

On the suggestion of Mr Walsh it was agreed that the Practice of Pharmacy Committee should co-operate with the I.D.A. concerning V.A.T. with the view to applying to the Department for special exemption for medicines.

The President said he wished to convey the Council's best wishes to Mr William P. Shiel, Vevay Road, Bray, and his wife, also a pharmacist, on having re-opened their pharmacy which had been destroyed by fire recently. "We are glad to see them back in practice again", he said.

The Registrar said they would all be glad to learn that the Assistant Registrar, Mr Joe Cahill, had been successful in his final Bar examination.

The President said it gave him great pleasure to congratulate another young pharmacist, Mary Tracey, on winning the

British A.A. 800 metres' title. Congratulations were also due to the daughter of another pharmacist—Mrs Walsh—daughter of Dr Owen Dowling, MPSI, who had also distinguished herself in the recent British A.A. events.

Congratulations were also extended to Miss Dolores Doyle, a member of the office staff, on obtaining her B.A. Degree.

The Registrar appealed to all pharmacists wishing to attend the Pharmacy Congress in Tralee next October to book immediately as there was heavy demand.

Mr Emmet Kennelly confirmed that they had a considerable number of bookings to date. A number of companies had made reservations and the organisers were sending information and brochures to 1,100 pharmacists throughout the country so that it was advisable to lose no time in booking.

The President congratulated the Chairman and Director of the Post Graduate Education Committee following the reading of a report on its activities for the year. What pleased him most, he said, was the anxiety of members to have these courses put on for them. Since Mr Semple had taken over as chairman there had been an increase in the activities of the Committee.

Mr Semple said it was hoped to put on a course in pharmacology and physiology in Dublin in September or October. They would require about 30 or 40 pharmacists but he had no doubt the necessary demand would be there to justify it.

The Registrar reported on the deaths of Robert Couse, LPSI., Assistant, Edmund A. O'Callaghan, MPSI and Frank E. Priestman, LPSI.

The following were granted changes of names in the Register, having submitted their marriage certificates: Mrs Mary Kavanagh (see Nicholson), Assistant, Mrs Emer Moore (nee Kenny); Mrs Ann O'Flaherty (nee O'Neill), Assistant and Mrs Elizabeth Ryan (nee Crowley).

Nominated for membership were: Mary Brennan, LPSI, 129, Strand Road, Dublin 4; Michael Costello, LPSI, 3, St. Mary's Road, Dublin 4; Patrick J. Crowley, LPSI., Worthing, Sussex, England and Dermot P. T. Moran, LPSI., 18, Gladstone Street, Clonmel.

Elected to membership: Fergal V. Chambers, Henry Clarke, Eugene E. Flaherty, Humphrey Gibbs, Patrick Quigley, Joseph P. Twigg.

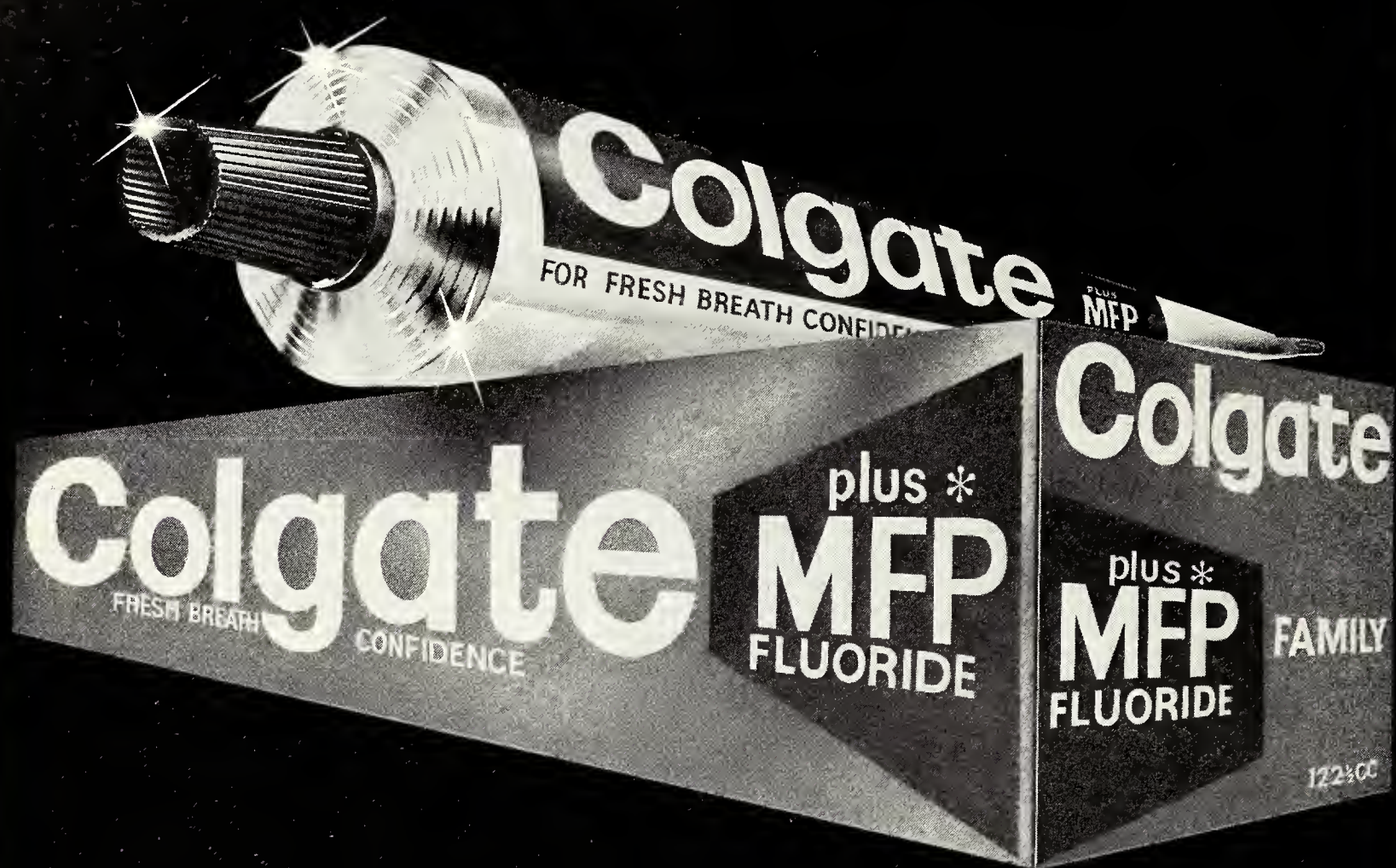
Michael Costello, LPSI and Mrs Nora Keary (nee O'Connell), Assistant, were restored to the Registers.

Changes of address noted: Mr James J. Coffey, MPSI, to 35, Hillcourt Park, Glenageary, co Dublin, and Mr Patrick J. Crowley, MPSI, to 9, Sugden Road, Worthing, Sussex.

The Licence Certificates of the following were Signed and Sealed:—

Thomas C. Geoghegan, Barna, Galway; Mary P. Heffernan, Rathordan House, Cashel, co Tipperary; John B. Loughman, 23, Gladstone Street, Clonmel, co Tipperary; Dermot P. T. Moran, 12, Gladstone Street, Clonmel, co Tipperary; Ann O'Loughlin, 468, Wood Park, Ballinteer, Dublin 14; and Mary E. Whiriskey, Ardahan, co Galway.

**Why bother to improve
the brand leader?**

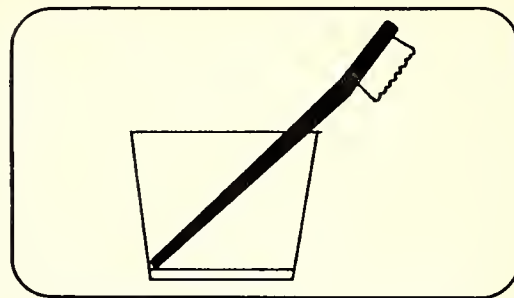


**Because MFP Fluoride
makes Colgate Dental Cream
the best decay preventing
toothpaste you can buy***

***Proved in 3 years of clinical trials to cut decay by up to 30%.**

Oral Hygiene

and dental care



Toothpaste from the inside

What sells toothpaste? Good display at point of sale, competitive pricing? These are but the vital finishing touches needed to move the product off the retailer's shelf and into the customer's shopping basket, so C&D has been finding out more about the marketing strategy that put the product on to the shelf in the first place—and the plays that make sure it doesn't stay there.

Selling toothpaste is probably one of the most competitive activities in the whole of the toiletries business. The product's *raison d'être* must be to help the toothpaste clean teeth, and incidentally it will always improve mouth hygiene and reduce breath odours—the housewife knows this and she is unlikely to buy a brand that offers nothing more. After all, salt and water could claim as much.

Formulation comes second

So this is an area in which formulation is usually of secondary consideration (unless the laboratory hits on something revolutionary of course). First must come the placing of the product in its "segment" of the market. Will it be sold on its "medical" attributes, on freshness of breath, on the "special ingredient", on whiteness, or on family appeal? If there is a niche in the market open for exploitation, a product can in most cases be formulated that will live up to the claims of the "message".

The past year or so has seen many formulation changes as well known products are re-positioned in the market, either to take advantage of the new attitude to dental health that is beginning to gain momentum, or to head off the attack of competitive products whose "niche" has meant the drawing-off of sales.

A good example of a toothpaste that has "added" to its potential customers by a formulation change is **Colgate Dental Cream**. Now "plus MFP", its familiar "Ring of confidence" message is complemented in television commercials by a new health image. The final line of two current films runs: "Helps stop bad breath—toughens teeth".

It will be noted that the health note is not brought in until the end of the commercial—the stress is still on halitosis being undesirable socially, loss of a boyfriend being the fate of the girl sufferers (until they use CDC, of course!).

The need to keep the image constantly

up to date can be seen from the fact that Colgate claimed market leadership even with the old formula, on a figure of 30 per cent. With the new formula they achieved 33 per cent on test market in Tyne-Tees—not devastating, but in this competitive market, every percentage point has to be fought for.

The "MFP" in Colgate Dental Cream is an exclusive combination of ingredients including sodium monofluorophosphate, which has been tested independently in a three-year study of school children carried out by Guy's Hospital, London. The trial covered 1,489 children; one group used CDC with MFP exclusively during the trial period, one group used a toothpaste containing stannous fluoride, and a third group used an "ordinary" toothpaste. Use of the toothpaste was unsupervised, to discover the benefits obtainable under ordinary use conditions. The results were as follows:

Criterion		CDC with MFP	Stannous fluoride	Control
Reduction in new decayed, missing and filled teeth surfaces (against control)	%	18.1	14.5	—
Reduction in DFMS in erupting teeth only	%	30.3	22.8	—
Teeth showing staining	%	20.6	51.0	23.2

The staining effect of stannous fluoride was, in fact, one of the reasons for seeking an alternative compound, and the result of the above trial shows clearly that discolouration is no greater than with a non-fluoride toothpaste. Also, stannous fluoride has a bitter taste which needs to be masked by heavy flavouring. The newer compound permits the retention of the original popular Colgate flavour.

Promotion for **Colgate Fluoride**—with a similar MPF formula—is aimed more directly at mothers of young children, and the product is therefore flavoured with child-appeal in mind.

Colgate estimate that nearly a quarter

of toothpaste sales are now in fluorides, as compared with only 4 per cent in 1971—and they obviously anticipate a further increase as CDC customers are numbered among the fluoride purchasers.

For **Signal 2**, it has also been more than just a question of adding fluoride to an existing brand. First and foremost, Signal is sold as a high quality family toothpaste with a first class abrasive system, flavour—and now fluoride. With its famous red stripe, it has a particularly strong appeal to children.

The appeal was strengthened in the relaunch of 1971 when the fluoride (sodium monofluorophosphate) formulation was introduced and since then the brand has enjoyed considerable success, running at number two in the market for five months it is claimed.

The decision to go all out for fluoride reflected the findings of 12 international clinical trials, that regular brushing of teeth with a fluoride toothpaste can reduce tooth decay in children by up to 30 per cent. The British Dental Association gave weight to these findings in its publicised views of the importance of fluoride and its statement that, "Research has shown beyond doubt that using a fluoride toothpaste helps to reduce dental decay in children".

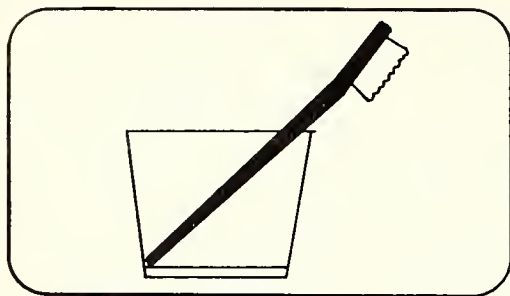
Sodium monofluorophosphate is used in Signal 2 and again removes the limitations on the range of acceptable flavours that can be produced. Signal 2 will be able, therefore, to retain its "mild and minty" flavour which is believed important for family and especially children's use. The new formulation also maintains

Signal's high stain removal power with a low abrasion rating, essential for growing teeth.

However, Elida-Gibbs claim their success has been due not just to the inclusion of fluoride but to the logic of the complete Signal story—mild flavour, child appeal, stripes and "anti-decay" fluoride. The advertising is specifically aimed at mothers with young children. It shows in an understanding way that the fluoride formula can help solve the mothers' worry about her children's teeth when they eat so many sweet, sticky foods.

Beecham's Macleans brand has always

Continued on p 154



Toothpastes

continued from p 153

been in the "whiteness" sector of the market, and the relaunch last year as **Macleans Freshmint** and **Macleans White Fluoride** has been designed to reinforce this image. Both advertising and point-of-sale material have used the "snow-scene" approach and the latest television campaign uses a "lightning flash" device to emphasise the "lightning whitening" message. The company's research has shown how well consumers have accepted this traditional "whiteness" promise.

However, the Macleans brand has now moved strongly into the "therapeutic" sector as well, with the addition of sodium monofluorophosphate in the White Fluoride version. Beecham are currently adding their weight to the general campaign to convince the consumer of the clinical advantage of using a fluoride toothpaste. They have a new consumer leaflet which explains in simple terms the causes of dental decay—and how fluorides can help prevent it. This leaflet, is now being promoted to the dental profession for distribution in surgeries.

Elida-Gibbs major on the "fresh mouth" feeling with their **SR toothpaste**. "Startles your mouth alive", they say, promising the consumer the bonus of white teeth. They deliver the first promise by using a flavour, which the consumer tells them really does make her mouth feel fresh and clean. Whitening/cleaning is provided by a patented abrasive, Urium, which is said to be a very efficient cleaner and yet has very low enamel abrasion properties.

The current **Arctic Fresh SR** was the result of three years' intensive consumer testing in which a large number of flavours were tested against the major toothpaste brands until one was found which did particularly well on the freshening/whitening dimensions.

Kolynos Fluoride toothpaste contains a carefully controlled amount of sodium fluoride, a substance which has been successful as an additive to water supplies but also as a topical application to teeth.

International Chemical Co, the manufacturers, say it has been proved that soluble fluorides, applied to the surface of the teeth, strengthen the enamel against attack from acids by bacteria and regular use of the toothpaste, they say, increases the extent of protection achieved. Arguing against some other manufacturers, ICC oppose the original belief that a satisfactory toothpaste cannot be made with sodium fluoride, as the normal polishing

agents present in a toothpaste combine with fluoride and make it insoluble and so inactive. Their research has resulted in the discovery and patenting of a method of stabilising the fluoride and keeping it in an active form. The toothpaste they have produced, they claim, has been shown to be very effective.

Also manufactured by ICC is **Kolynos Super White** which is composed of glycerin, selected grades of calcium carbonate, a surface active agent, cellulose ether, a preservative and a flavouring essence. The cleansing agents have been chosen to cleanse and polish without damage to the teeth, adequate foam is obtained without the use of soap and the cream retains its foaming qualities even in hard water. The flavour is obtained from a blend of essential oils chosen for their freshness, flavour and stability with a flavour-booster which produces "sparkling freshness" in the mouth.

Super White was introduced to have a much greater appeal to the younger age group. The flavour is quite different from that of the original dental cream and emerged as the result of considerable laboratory testing. Tests were also carried out by independent research organisations. Big selling points are the cleansing action, the whiteness of texture, and the "delicious" flavour.

In addition ICC manufacture **Kolynos Chlorophyll** which apart from cleaning and whitening the teeth, gives extra protection by helping in the prevention of decay and common gum disorders. The chlorophyll is claimed also to help deodorise the mouth and keep the breath fresh.

Few toothpastes have been launched with so much emphasis on the formulation as **Close-Up**. This is positioned in the large fresh breath/social confidence sector. The ingredients story is totally summed up in "Today's News", a 4-p tabloid newspaper on the product which was distributed to over 15 million homes as part of the launch campaign:—

"... blending two new cleaning elements—Gasil 200 and Gasil 23—with glycerin and sorbitol. Together they give you whiter teeth, fresher breath and that unique texture.

"Close-Up's red gel makes it stand out from the rest immediately, but it's Close-Up's remarkable medicated flavour, which the laboratory scientists developed using cinnamon and wintergreen, that really makes people switch to this toothpaste."

The Gasils are refined silica derivatives, and are said to be among the most effective cleaning and polishing agents. They have the same refractive index as the product's humectant system, which enables the paste to be formulated as a translucent gel. The red colour is designed to fit the "hot/antiseptic" flavour—which has menthol in addition to the above ingredients.

Elida-Gibbs admit that the toothpaste is one that many people will detest—but therein lies its market strength. Those who do like Close-Up are strongly for its flavour; they are certain of their intention to continue to purchase, research has shown, and in the toothpaste market regular users who will not be distracted by

competitors' offers are important to give the brand a solid foundation.

Nevertheless, the company are also trying out a green version of Close-Up—with "strong natural peppermint"—in the Midlands ITV area.

However, Close-Up claims yet another unusual feature in that it has not only captured customers from other brands—it has actually increased the market, a phenomenon noted both here and in the United States.

Chemists, of course, have had available a product with the love-it or hate-it image for many years—**Euthymol**. Again it is pink and antiseptic and has a unique acquired taste. The product still maintains the original formula, comprising abrasive foaming agent, thickening agent, humectant, plasticiser, stabiliser, preservatives and the special aromatic flavour and antiseptics.

Again also, the makers find that consumers who use the product usually show extreme brand loyalty. They are concerned with marketing Euthymol for a minority of toothpaste users who want something different.

"It would not appear profitable, therefore, to mount heavyweight promotional campaigns for using television and other popular consumer advertising and promotional media, in the same way as the market leaders", say the company. They rely instead on professional recommendation by dentists and pharmacists, backed by small "in-store" displays. For this reason the product is kept "chemist-only."

A specialist product is **Clinomy Smokers' toothpaste** which claims to "help keep teeth free from tobacco and other stains without harsh abrasive action". Constituents backing this claim are a patented form of anhydrous aluminium silicate (Polynam) and silicone. The Polynam is composed of regularly shaped particles, giving consistent results in stain removal, while the silicone forms a film to prevent build-up of stains—the low foaming properties of the paste ensure good contact of silicone with the tooth surface. A strong peppermint and menthol taste is provided, smokers' palates often have a low sensitivity!

Not all toothpastes start with the marketing concept, however. One notable exception is **Sensodyne**, which is formulated to treat a specific condition—dental hypersensitivity.

Sensitive teeth are normally recognised by their reaction to hot/cold, or sweet/sour liquids and substances, which when in contact with the teeth cause pain. People suffer from dental hypersensitivity for various reasons. One cause is faulty brushing or other abrasion which wears away enamel at the side of the tooth crowns. Alternatively gum disease and the normal ageing process causes gums to recede which can cause the condition.

Sensodyne is to be used as a treatment for sensitive teeth. It contains a unique painkilling ingredient, strontium chloride, which is coupled with carefully selected abrasives and masked by a combination of spearmint and cinnamon flavours.

With regular use a cumulative resistance
continued on p 157

Macleans give you something to smile about



Freshmint & White Fluoride—No 1 in chemists

Chemists. If it was your mouth that was ulcerated, which gel would you choose?

Choline Salicylate.....8.7%
Cetalkonium
Chloride.....0.01%
Alcohol (95%).....39.0%
Menthol.....0.057%
Glycerin.....4.6%

**Other well-known
ulcer gel formula**

Benzocaine.....2.0%
Sodium Ricinoleate.....0.1%
Chloroxylonol.....0.1%
Clove Oil.....0.1%
Myrrh.....0.1%
Glycerin.....10.0%
Carboxymethyl-
cellulose.....2.0%
Rectified Spirit
(90% Alcohol)30.0%

Rinstead Gel formula



White Laboratories Ltd.,
London, S.E.15.

Toothpastes

concluded from p 154

ance to hypersensitivity is built up, it is claimed. But Sensodyne is as effective as any other dentifrice for cleaning the teeth, so that it doubles as a sensitivity treatment and a regular toothpaste.

Very much a specialist product—in fact, depending for sales upon professional recommendation—is **Si-Ko toothpaste**. The reason is that few customers will realise that they require this “anti-alkaline” formula which is designed for the minority of people who suffer from “a shortage of acid” in the saliva. The excess alkali, the makers say, encourages rapid tartar formation and this is encouraged by the insoluble abrasives in conventional toothpastes. Si-Ko contains silica-hydroglycero-gel, cream of tartar, sodium fluoride, emulsifying agents, buffers, and essential oils, resulting in a pH of 3.8.

Children's formulations

Probably the most important formulation in the whole market is the toothpaste intended for children. Not only must this perform its job efficiently, but it must be capable of starting off a lifelong “brusher”—rejection of the process by the young child could be a disaster so far as his future dental health is concerned.

The most widely known children's toothpaste, is Punch & Judy, which is claimed also to be the most tried toothpaste.

The product contains humectants to prevent the paste from drying. The abrasive is a chalk, chosen because it has a relatively low particle size, and therefore a low level of abrasiveness on the teeth. Surface active material combines a mild flavour with a foaming agent. Punch & Judy also contains a small amount of saccharin—it does not contain sugar—and food-approved dyestuffs and flavours chosen for their acceptability to children (strawberry, raspberry, orange). It does not contain the antiseptics or germicides found in adult toothpastes.

The formulation is a combination of ingredients which are gentle but effective on the vulnerable first teeth, but which at the same time are designed to appeal to children.

Philosophy of the brand can best be summed up by the advertising copy line: “A little bit of fun makes a lot of sense”.

As can be seen, it is only the “specialist” products that leave room for selling on a professional basis—though the latest competitive claims of the fluorides may lead to customers' questions. For the rest, the strategy of market positioning by the manufacturer must be the prime factor in selling at the retail end.

Indeed, without retailer co-operation this strategy can come to nothing. For a product being sold on its “message”, point-of-sale tie up with the current campaigns is essential—a lesson that the grocers learned and profited by a long time ago. It means that the latest display material for toothpaste is not mere “clutter”. Combined with competitive pricing, it is the only means of bringing sales back into the pharmacy.

Treatment of oral ulceration

1 The condition

By K. T. Lalvani, BPharm, MPS, DBA, PhD, Research Director, Antibiotics and Vitamins Ltd

Recurrent aphthous ulceration is a common condition in which the subject develops an ulcer, or a small crop of ulcers in the mouth, several times a year.

The aetiology is still unknown. Various factors have been suggested—though without convincing evidence—such as mental stress, allergy, endocrine, vitamin deficiency, indigestion and local trauma.

These factors cannot be the sole cause of oral ulceration, however, because they only result in ulceration in persons prone to develop the condition. It seems rather, that the tissues themselves are somehow susceptible and the factors trigger the response. The majority of sufferers belong to the over-twenty age group, with women being more often affected than men, especially when they are menopausal.

Denture sore mouth and angular stomatitis (ulceration at the angles of the mouth) is almost always a fungal (candidal) infection, yet many patients are served by the pharmacist with an antibacterial over-the counter product which is ineffective in these conditions.

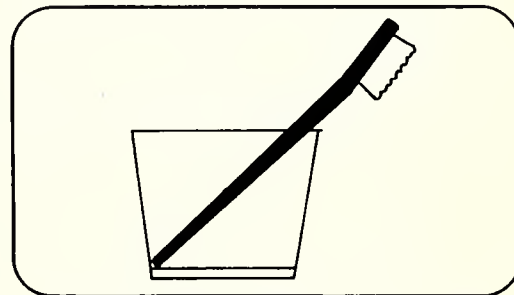
Various treatments have been recommended for oral ulceration without complete satisfaction. Many medical articles and textbooks covering the subject conclude in more or less the words used by Professor S. C. Truelove, of the University of Oxford, in *Diseases of the Digestive System* 1972: “Many forms of treatment have been used for recurrent aphthous ulceration, but most of them have been shown to be useless.”

Limitations

Some authors claim up to 50 per cent successes from local use of steroids and antibiotics but these have their own limitations. Local antibiotics can cause sensitivity reactions or may give rise to fungal infection by impairing the balance of oral flora. Steroids, being anti-inflammatory agents, promote rapid healing but prove ineffective in bacterial infection and may even cause complications in candidal ulcers.

Steroids and antibiotics, however effective, are prescription items and therefore cannot be recommended by the pharmacist. Yet it is the pharmacist who deals with up to 80 per cent of oral ulcer patients, the majority of whom ask for his informed opinion. Indeed, oral ulceration is among few ailments in which national advertising appears to gain a little ground for the product manufacturer or merchandiser.

I believe strongly that unless a customer



asks for a specific brand, the pharmacist should recommend a product in which he himself has confidence. This confidence may best be developed by the pharmacist carrying out his own efficacy “trials”, suggesting a few selected products and discussing the effect with the customer later.

Through such an approach, the retail pharmacist can demonstrate the advantages of professional recommendation to the customer, advantages not available at the supermarket.

2 The products

There are many preparations on the pharmacist's shelves for the treatment of oral ulcer discomfort, and their very variety indicates that there is more than one opinion on how the problem should be approached. Below *C&D* gives a selection of the formulas and claims, product by product.

Rinstead pastilles and gel

Pastilles contain myrrh, menthol, chloroxylenol, phenolphthalein, sodium ricinoleate, tartaric acid and thymol. They are designed to relieve and help to heal mouth sores, allowing long-lasting bathing of the painful surfaces with soothing and healing medicaments. Pleasant tasting and convenient, they are claimed to give quick, sustained and refreshing relief.

Advertising is based on the content of many soothing ingredients that do much to relieve a sore mouth. In particular, menthol to cool; chloroxylenol to help counteract bacteria; and sodium ricinoleate, an established dental antiseptic.

Dosage is one pastille dissolved slowly in the mouth about every two hours. For best relief, the pastille to be placed near the painful spot.

Gel contains sodium ricinoleate, benzocaine, parachlorometaxyleneol, clove oil, tincture of myrrh, rectified spirit, sodium carboxymethylcellulose and glycerin.

The gel relieves pain of mouth ulcers and other sores quickly and covers ulcers with a protecting coat of soothing antiseptic ingredients to promote healing.

Applied to sore area with clean finger or swab, up to six times a day.

During July, White Laboratories repre-

continued on p 159

THE ONLY PELLETS* WITH COMBINED BACTERIOSTATIC AND FUNGISTATIC ACTION

ORALCER[®] THE SLOW RELEASE PELLETS FOR MOUTH ULCERS

**The
First
Genuinely
Effective
Therapy**
*even
for
the most
severe
&
persistent
oral
ulcerations*

**You Alone Can Judge
AFTER TRYING
IN CASES
WHERE OTHER
TREATMENT
HAS FAILED**

Retail Price: 20p.
Trade: 15p. (£1.80 doz.)

**Bonus offer of 2 tubes
on a 2 doz. slim display
outer.**

From local
Wholesaler or
direct from us



ANTIBIOTICS & VITAMINS LTD.
Parker House, Beresford Avenue,
Wembley, Middx.

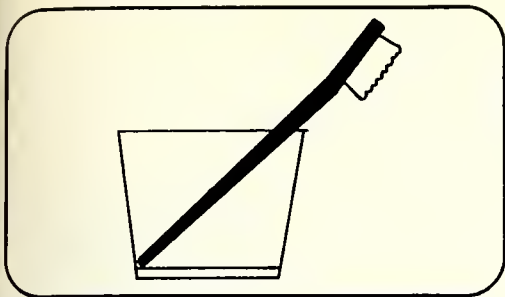
Distributors for Republic of Eire:
Boileau & Boyd Ltd, 82 Thomas Street, Dublin 8.

Phone 01-903 5541

Telex 923810



[®] Oralcer is a registered Trade Mark
* British Patent No. 1154427



Ulcer treatments

continued from p 157

representatives have begun to introduce a new display unit featuring Rinstead pastilles in particular. The unit has been designed to enable the chemist to display attractively on his counter some of the company's main pastille products. However, the light blue plastic unit takes up a minimal counter space, the base dimensions being only $12\frac{1}{2} \times 12\frac{1}{2}$ in. This nevertheless allows nine facings of pastilles (a total of 36 packs) and in addition there is room under the unit for three dozen spare packets for re-filling.

It is expected that counter display for Rinstead pastilles will lead to impulse purchases by the large section of the population who suffer from mouth ulcers but who do not yet take action to relieve the pain. It is estimated that approximately

THE RELIEF WORKERS



50 per cent of the population suffer from some type of mouth trouble and that less than half of these currently obtain any type of remedy from the chemist, say White Laboratories. This counter display provides the necessary support to the newspaper and magazine advertising being conducted on both pastilles and gel.

Makers: White Laboratories Ltd. Penarth Street, London SE15 1TR.

Anbesol

Developed to bring effective and speedy relief to mouth ulcer sufferers. It is a new formula containing a local anaesthetic (lignocaine hydrochloride) plus two antiseptics (chlorocresol and cetylpyridinium chloride).

Also relieves irritation and pain caused by teething, wisdom teeth and almost any soreness inside or around the mouth; easy to apply being in liquid form.

A panel of 14 dental practices was supplied with samples and 40 patients took part in trials to assess the effect on mouth ulcers, denture sore spots, teething pain and isolated gingivitis. The panel reported that patients suffering from painful mouth ulcers and gingivitis gave the most accurate guide to the effective period of relief.

In group A (aphthous ulcers) 55.5 per cent obtained complete relief and 33.3 per cent partial relief. In group B (denture sores) 36.2 per cent obtained complete relief and 62.0 per cent partial relief. In group C (teething pain) 80 per cent obtained complete relief and 10.5 per cent partial relief.

Press advertising will continue throughout the coming months, using "reader" advertisements in national newspapers such as the *Daily Mirror*, *Sun*, *News of the World* and *Reveille*.

Makers: International Chemical Company Ltd, 11 Chenies Street, London WC1E 7ET.

Oralcer

The only o-t-c product in the form of pellets and the only pellets with combined bacteriostatic and fungistatic action. Covered by British patent.

The pharmacist, inventor, Dr Lalvani, came to the conclusion during retail practice that an effective oral ulcer therapy should

- ☐ Be in a pellet form to be placed easily at the site of the ulcer
- ☐ Disintegrate slowly for prolonged action
- ☐ Have a broad spectrum of bacteriostatic and fungistatic action
- ☐ Be non-sensitising, safe and palatable
- ☐ Be both a prescription and an o-t-c product.

Oralcer is designed to conform to those requirements, containing vitamin C to add to the rapid healing, antiseptic action of 5-chloro-8-hydroxy-7-iodoquinoline. The product is claimed to have proved of significant therapeutic value in the rapid healing recurrent oral ulcerations.

Indications are major and minor recurrent oral ulcers, ulceration of gums caused by dentures, candidiasis and glossitis.

Free samples are offered to pharmacists to try in cases where other treatment has failed.

Makers: Antibiotics & Vitamins Ltd, Parkar House, Beresford Avenue, Wembley, Middlesex.

Oraldene

Pleasantly-flavoured red solution containing 0.1 per cent hexetidine.

Healing can be delayed by the presence of organisms, saliva and debris and for this reason, oral hygiene plays an important part in treatment. Oraldene is antifungal and antibacterial and has a marked affinity for the oral mucous membrane and dental plaque. Activity therefore remains localised and a single rinse is effective for up to 8 hours. It also has a soothing effect which brings rapid comfort to the patient.

Indicated for conditions such as gingivitis, aphthous ulcers, pyorrhoea, traumatic ulcers, stomatitis and halitosis. Also oral



thrush in infants and in geriatric nursing, and treatment of sore throat.

15ml should be rinsed around the mouth for at least 30 seconds two or three times a day or more if necessary; should be used undiluted.

In 1971 the makers conducted two surveys. Over 1,300 doctors completed and reported on the use of Oraldene in nearly 3,500 patients. The percentage of good results obtained for some of the more frequently occurring indications was usually over 60 and sometimes nearly 70.

The dental survey involved over 1,000 dentists and 2,500 patients, and the indications reported on and the success rate achieved were similar.

Makers: William R. Warner & Co Ltd, Chestnut Avenue, Eastleigh, Hants.

Medijel

Medijel is based on a unique formula which has as active ingredients a local anaesthetic (lignocaine hydrochloride), a penetrating agent to allow the anaesthetic to penetrate the mucosa (hydroxypolyethoxydodecane) and two antiseptics (aminacrine hydrochloride and domiphen bromide) against Gram negative and Gram positive bacteria. The base has been formulated to adhere to the afflicted area to provide a degree of protection.

Available in gel or soft pastille form. The composition is the same but allows the sufferer to choose between a direct application with the gel and the more discreet application of a pastille.

Reduces inflammation and ensures that there is no chance of infection or re-infection of a partially-cured ulcer.

When an ulcer is caused by an external agent such as chafing or actual puncture of the buccal membrane, aids rapid healing in that reduction of pain means that the sufferer is not tempted to touch the affected area with his tongue and thereby cause further inflammation.

Available in display outers and in a one-dozen dispenser unit which can be attached to the wall or to the cash register.

Because of the formulation the treatment can be repeated as often as is required without toxic reaction.

Makers: DDD Co Ltd, 94 Rickmansworth Road, Watford, Herts WD1 7JJ.

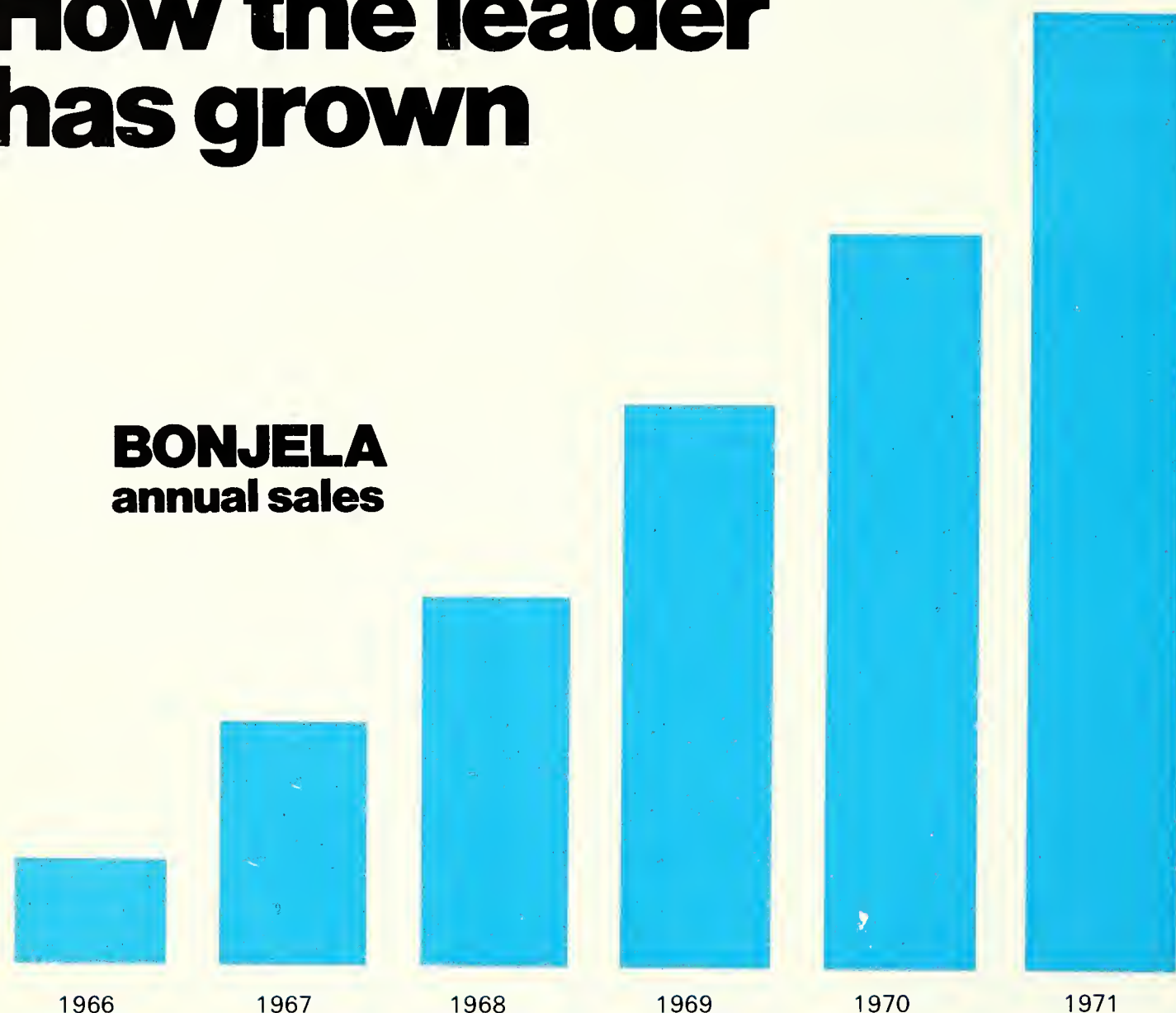
Dentosine

Astringent, anaesthetic and analgesic containing phenol, tannic acid, krameria and witch hazel.

The ingredients have a local anaesthetic

continued on p 161

How the leader has grown



Bonjela's sales have shown substantial growth every year since it was introduced. Today, it is the most widely used treatment for painful mouth lesions. You probably already stock it to fill doctors' prescriptions. Now that it's available on E.C.14, dentists will be prescribing it too. So it makes sense to make Bonjela your No. 1 counter recommendation for:

* **mouth ulcers**
* **baby's teething**

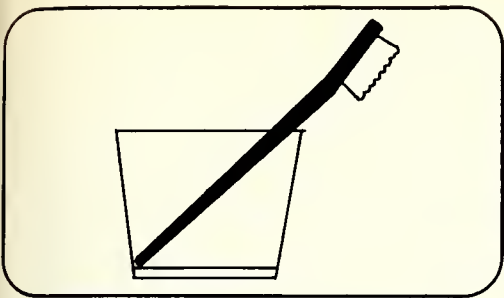
* **denture soreness**
* **cold sores**

Available in 10g tubes, trade price 16p, retail price 22p (exempt from P.T.)

**Recommend and display
the brand leader**



Lloyds' Pharmaceuticals Ltd., 103 Mount Street, London, W1



Ulcer treatments

continued from p 159

effect and reduce the pain as well as being mildly antiseptic and leaving a pleasant, fresh, clean taste in the mouth.

Used as a daily mouth wash or antiseptic gargle, for bad breath and taste, one part to 10 parts of water should be used for rinsing the mouth. The same strength is suggested for sore and bleeding gums to harden them to greater resistance. For mouth ulcers can be used undiluted soaked into cotton wool and placed against the ulcer, leaving it there for about one minute. Also indicated for hygiene after tooth extraction, but it is recommended that this should not be done for 12 hours after extraction then the mouth should be rinsed with diluted Dentosine every two hours.

At the request of stockists local dentists will be sent a professional sample quoting the chemist as stockists. The sample is sent with a supply of dental appointment cards to the dentist concerned.

Makers: Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs.

Mulcets

Tablets providing a local action in the mouth to clear infection and promote healing of ulcers. Each tablet contains cetylpyridinium chloride 1mg and ascorbic acid 25 mg. Cetylpyridinium chloride is widely used as an antiseptic in the treatment of mouth and throat infections. In addition to treating the secondary infection commonly associated with mouth ulcers, it acts as an aid to healing by preventing the onset of further infection.



One tablet should be allowed to dissolve in the ulcerated area every two to three hours as required.

Makers: Riker Laboratories, Morley Street, Loughborough, Leics LE11 1EP.



Bonjela

The maker's view of the mouth ulcer condition is that since the mouth is very well endowed with pain nerve endings, the pain of mouth ulcers is frequently out of

all proportion to their size. Consequently a small ulcer, which in other terms would be considered trivial, nevertheless causes considerable discomfort. The prime need in treatment, therefore, is for effective and rapid relief of pain by means of a simple therapy, such as a topical application.

Bonjela contains choline salicylate and cetalkonium chloride in a gel base. Choline salicylate is a highly soluble and non-irritant salt of salicylic acid with powerful analgesic and anti-inflammatory properties. Unlike aspirin, it can be applied direct to mucous membranes without causing irritation. Cetalkonium chloride is a wide spectrum bactericidal agent, which also has surface acting properties. As well as reducing the risk of infection in mouth ulcers, it lowers surface tension, thereby facilitating the contact of choline salicylate with the ulcer. Also contains alcohol, menthol and glycerin.

The product, which is applied three or four times daily, has been the subject of clinical trials, both for ulcerative conditions of the mouth and for infant teething.

Bonjela is an "ethical" pharmaceutical, prescribable on Forms EC10 and EC14 (it is included in the Dental Formulary) but it is also available for purchase without a prescription. Being an "ethical", no promotional point of sale display material is available other than a display outer. Makers: Lloyds Pharmaceuticals Ltd, 103 Mount Street, London W1.

The prevention of dental caries

The use of fluorides is the main public health measure available at present for the prevention of dental caries, and even that is not totally effective, a World Health Organisation scientific group has concluded.

The group's assessment of existing and prospective caries prevention measures is summarised in this month's issue of *WHO Chronicle*, from which the following is an extract.

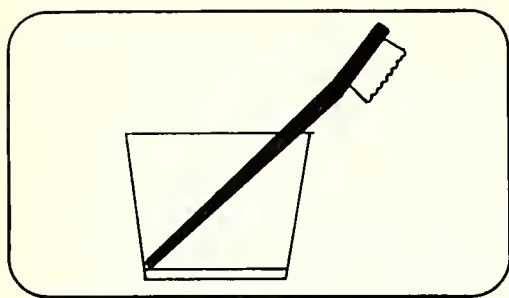
Owing to the high cost of dental treatment and the shortage of dentists, the worldwide problem of dental caries can be controlled only by preventive measures that reduce the prevalence of the disease.

Not only the factors conducive to tooth decay but also those promoting resistance to it are susceptible to environmental influences and to social and economic conditions. The disease does not occur in the absence of bacteria, and it requires the presence of fermentable carbohydrates in the oral cavity. Sucrose plays a prominent rôle because it is not only fermentable to acid but also readily polymerised to insoluble glucan, which affects the composition of dental plaque. The causative

rôle of *Streptococcus mutans* has been confirmed, and colonisation of the tooth surface by cariogenic organisms is an essential precursor to demineralisation of the underlying enamel.

Resistance to caries may reside in the structure and composition of the teeth, in the oral environment, and in systemic factors. The surface configuration of the teeth is known to affect their ability to resist the onset and progress of caries, and increasing the fluoride content of the enamel increases the resistance to demineralising influences. Other factors such as the permeability and the trace element content of the enamel are considered to be of possible importance to the resistance of the tooth, as are variations in the nature of the organic-inorganic bond within the tooth substance. Saliva may influence the oral environment through such factors as buffering capacity and hydrogen ion concentration as well as by the action of the salivary enzymes, of antibodies, and of substances with a high molecular weight that contribute to dental plaque formation. Resistance to caries may also be modified by genetic factors, prenatal and postnatal maternal influences, nutrition, and general metabolic functions.

continued on p 162



Caries

continued from p 161

Finally, consideration must be given to external environmental factors such as the presence of trace elements in soil, water, and food and the acidity or alkalinity of soil. Socio-economic conditions, too, are very important, notably because of their effect on diet and health practices.

The ultimate goal of research—the complete eradication of dental caries—is unlikely to be attained in the foreseeable future. A more practical aim is the progressive reduction of prevalence, an objective that calls for the use of a combination of methods rather than any single form of preventive therapy.

Fluoride

The use of fluoride in various forms is the most effective method available for increasing the resistance of teeth to decay, but many communities and health authorities are still not exploiting this measure to the fullest extent. Fluoridation is most conveniently carried out by the addition of fluoride to the public water supply in those areas where the natural levels of fluorine are low. In the absence of a reticulated water supply system, other methods can be adopted. Salt, for instance, can be fluoridated cheaply, and several studies in Europe and Latin America have shown that the method is effective, but further research is needed to establish the amount of fluoride to be added. The fluoridation of school water supplies or the administration of fluoride tablets to schoolchildren is a safe and effective method, provided that the fluoride intake is properly controlled. Again provided that the school authorities co-operate, either mouth rinsing or brushing of teeth with fluoride solutions can be recommended as a simple, inexpensive, and practical procedure. However, if it is to

be effective, both the technique and the frequency should be carefully controlled and the results monitored by periodic epidemiological studies on selected samples. Children should be educated to continue to use these methods after they leave school.

The incidence of dental caries can be reduced by the direct application of fluoride solutions to the clean surfaces of the teeth. Such treatment is time-consuming, relatively expensive, and difficult to administer on a public health scale, but it could usefully form part of the regular treatment procedures for children and young adults. Topical applications of fluoride solutions by trained auxiliaries should be incorporated into public dental programmes when facilities are available.

Clinical and laboratory experiments are being made with other vehicles, such as adhesive varnishes, for applying fluoride to the surface of the teeth in a form that both lasts and promotes the uptake of fluoride by the enamel.

Various brands of fluoride toothpaste are marketed in many countries. Clinical trials have shown that the regular use of some of them has a beneficial effect, although the extent of protection may depend on the technique used for brushing the teeth as well as on the regularity of brushing.

The precise action of fluoride is at present unknown, and further research is needed to explain it. For instance, the effect of fluoride on microbial metabolism within the plaque requires elucidation, and the possible existence of an optimum level of fluoride in the enamel must be established. Moreover, an attempt should be made to explain why fluoridation, in spite of its undoubted benefits, does not give total protection.

Phosphate

Phosphate may exert a beneficial effect on teeth either by buffering the acid produced in the plaque or by facilitating the remineralisation of a damaged tooth surface. However, the action of this radical is not as yet understood, and there is at present no convincing evidence that the addition of phosphate to sugar or other foodstuffs will reduce the incidence of caries. Carefully controlled clinical trials are needed to clarify whether phosphates should be investigated further as aids to caries prevention and to determine whether

their prolonged ingestion has any adverse systemic effects.

Promising results have been reported in the use of adhesive sealing materials to occlude pits and fissures in teeth, thus preventing the formation of caries. The cost of using the procedure in public health programmes has not yet been determined, however, nor its efficacy evaluated. An attempt should be made to find even better sealing materials, which will form stronger bonds with the tooth enamel, preferably without requiring a preliminary etching of the surface.

Of great potential importance in caries prevention is the topical application of antiseptics or antibiotics. In experimental animals the disease has been almost completely inhibited by this means. As yet, no anti-microbial agent can be recommended for use in human beings, and long-term trials of various agents are needed to determine their range of activity against oral microflora.

Enzymes

Experiments have been conducted on the use of enzymes to inhibit the cariogenic activity of bacteria by interfering with their metabolic processes. Dextranase especially has been studied, since it is thought that by blocking the formation of dextran the amount of plaque and its adhesiveness to enamel could be reduced. The results of the experiments have been encouraging, but satisfactory methods of transporting the enzyme to the target area and maintaining it there have yet to be perfected. Moreover, it will be necessary to identify the enzymes that interfere with the accumulation of plaque and to conduct more detailed research into the activity of many enzymes.

The prospect of preventing caries by immunization is attractive, and positive results have been obtained in experiments with antistreptococcal vaccines in monkeys. However, many problems must be overcome before a suitable vaccine can be developed for use in human beings. From the theoretical point of view, it is difficult to understand how the antibodies produced by the vaccine can reach the site of a lesion on the tooth surface, and the results obtained in non-human primates cannot be explained. None the less, they encourage the belief that immunisation against caries in human beings is practicable, and research towards this end should be energetically pursued.

Personal oral hygiene is an important factor in oral health, but its efficacy in the prevention of caries should not be over-emphasised. Brushing the teeth is effective only to the extent that it is able to control the accumulation and retention of plaque. It should not be regarded in isolation as a preventive measure against caries.

While every effort should be made to exploit existing methods of prevention, it is likely that the prevalence of dental caries will be substantially reduced only when research provides additional preventive measures applicable on a mass scale.

WHO Chronicle is available from HM Stationery Office, price £0.20.

Dentists tell your customers about

SI-KO

toothpaste - to combat tartar

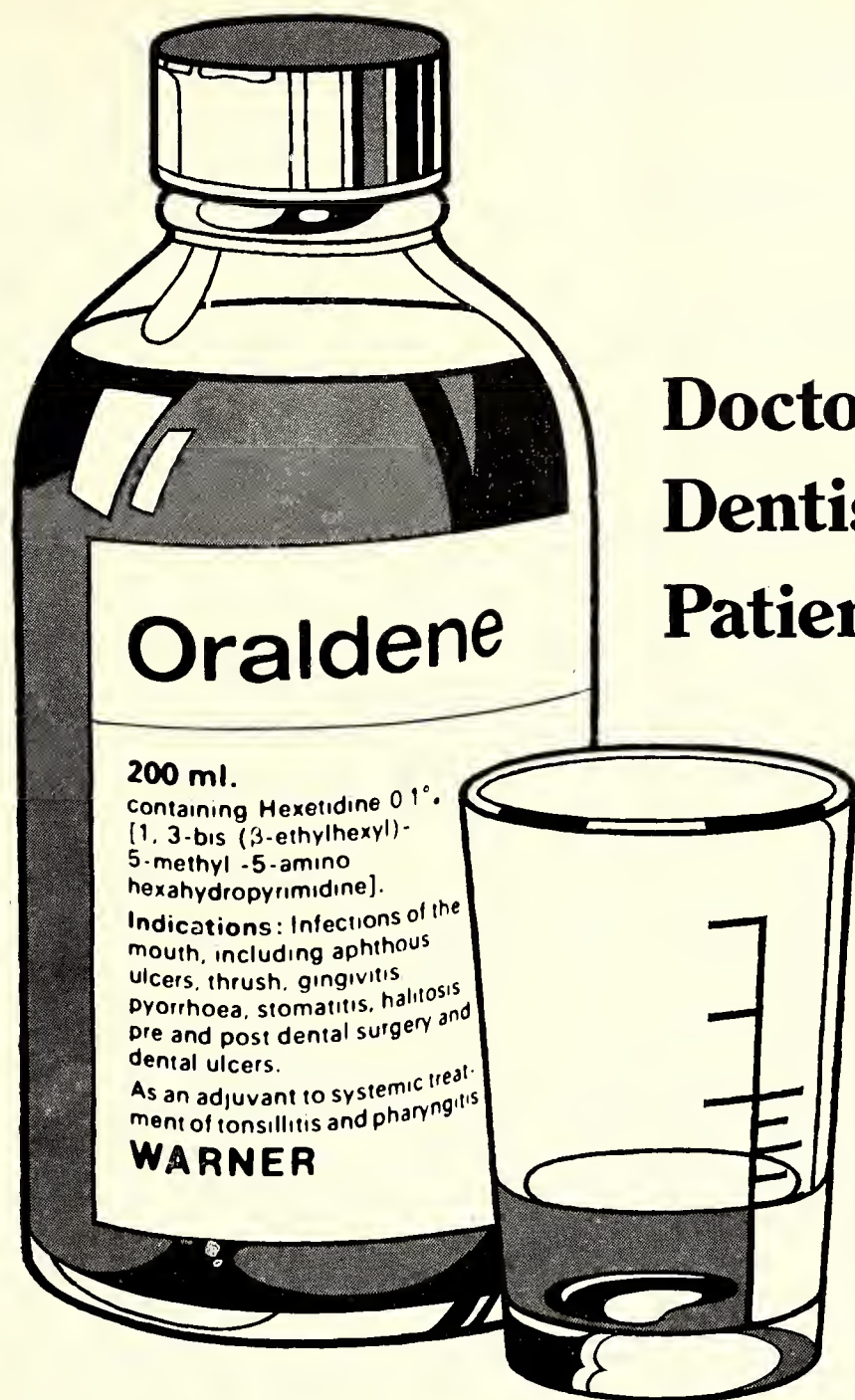
DENTEC

chewing tablets - to prevent caries

Both from leading wholesalers

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**Doctors like it
Dentists like it
Patients like it**

Only you can sell it

Oralene

A single rinse with Oralene gives 8-hour antibacterial and antifungal activity in the mouth because Oralene has a marked affinity for oral mucous membrane and dental plaque. Once adsorbed onto the tissues, it is not easily removed. Oralene is an effective and soothing treatment for all common mouth infections, including thrush, gingivitis and aphthous ulcers. It is also widely used in the treatment of sore throats. Full information and display materials available from:

William R. Warner & Co Limited, Eastleigh, Hampshire. Telephone Eastleigh 3131



A chemist only product

Design challenge for toothbrush manufacturers

By C. H. Miller

The first evidence of the modern toothbrush on the records of the Science Museum Library refers to toothbrushes being available in France in the 17th century and in Germany in the early 18th century. It would therefore appear that France can claim to be the first makers of the modern toothbrush.

For over 150 years, the toothbrush industry in the world expanded, making an ever increasing variety of shapes and sizes. These brushes were made mainly of bone handles and real bristle but very cheap brushes were made from materials such as white Mexican fibre. With the advent of plastic, the bone handle, for all intents and purposes, has disappeared from the market. The other big change has been that whereas all toothbrushes were hand-drawn, they are today mainly filled by automatic machines.

Stalin, who had such an effect on so many million people's lives, also affected the toothbrush industry. During his campaign in the early 1930s, he wished to drive the Soviet peasants into collective farms. To overcome their resistance, he adopted ruthless methods, his principal weapon being starvation.

It has been estimated that there were about 50 million good semi-wild boars and hogs, and these animals supplied the brush trade with very fine raw material. In fact, bristle from Russia was one of the main sources of supply for toothbrushes. The peasants in their struggle killed these animals in order to survive. It was thus fortunate that artificial filaments became available at the end of the 1930s to fill the gap in supply for the toothbrush industry. It is probably a sad thought that if everybody in the world wished to use real bristle toothbrush there would not be sufficient supply to meet such a demand.

It has always been a wish of the toothbrush industry to design a perfect toothbrush, but unfortunately the industry faces a variety of problems. The mouth of every consumer is different to some degree. In fact, I think it is claimed that there would be 50,000 basic differences in tooth formation, and every consumer has his own ideas on how he should brush his teeth.

There is a variety of opinions about the routine of brushing, though the most important is probably that the pressure exerted by the consumer when brushing is different. Because of pressure differences, a medium toothbrush could have the effect of a hard one; while a person using only very light pressure with a hard

brush could have the effect of using a brush of less strength.

Throughout the world, dentists cannot agree on the ideal type of toothbrush for use, some favour two-row, some favour tufted heads and others rounded heads. All these various requirements present a variety of permutations in the manufacture of toothbrushes. Toothbrush manufacturers endeavour to design a wide variety of toothbrushes with various materials. Where a consumer has sensitive gums,

'The public still tend to think that a toothbrush should last longer than their teeth, perhaps that is why, at times, they do'

manufacturers design toothbrushes possibly of badger hair which play their part in dental care.

It is often thought that the shorthead toothbrush is a modern design, but it is interesting to note that some of the brushes made for King George IV and still in existence are of basically similar design to the shorthead toothbrush made today. Because of the immense development that took place in the Victorian age, there was even a greater variety of toothbrushes made at that time.

It is true to say that very little new design is ever brought on the market in

the toothbrush industry. Many brushes claimed as new can be traced to a much earlier period of development—for example, the angled toothbrush was first invented by Dr Wessler of Stockholm University in 1906, the patent rights having been acquired by an English company which has manufactured this brush since that date.

Chemists have their problems in satisfying the needs of their customers. The public should always look to the chemists as professional men to give them the best advice on dental care. Therefore the first essential for chemists is to keep as wide a range of toothbrushes as possible.

One of the worst misconceptions today is that all you have to do in theory is to buy a toothbrush to clean your teeth. Using the wrong toothbrush can cause harm to the teeth. It is important that members of the public use the right texture of toothbrush for their teeth, but advice may or may not be given by the dentist.

From the statistics available to the trade, the consumption of toothbrushes still represents less than one toothbrush per person a year. It is therefore obvious that the public are far from being educated to brush their teeth first thing in the morning, last thing at night and preferably after each meal.

The toothbrush should not be kept in use after its effective life. This is of particular importance in the case of nylon brushes which tend to splay out after excessive use. The life of any toothbrush varies according to the amount of brushing and the pressure applied to the brush, although a normal replacement period would be after three months' service. It seems strange that despite years of dental education in schools and in the Press, the public still tend to think that a toothbrush should last longer than their teeth, perhaps that is why, at times, they do.

But when the public fail to carry out the toothbrushing drill and lose their teeth, toothbrush manufacturers still continued to give service to the public by supplying a variety of special brushes for their dentures.

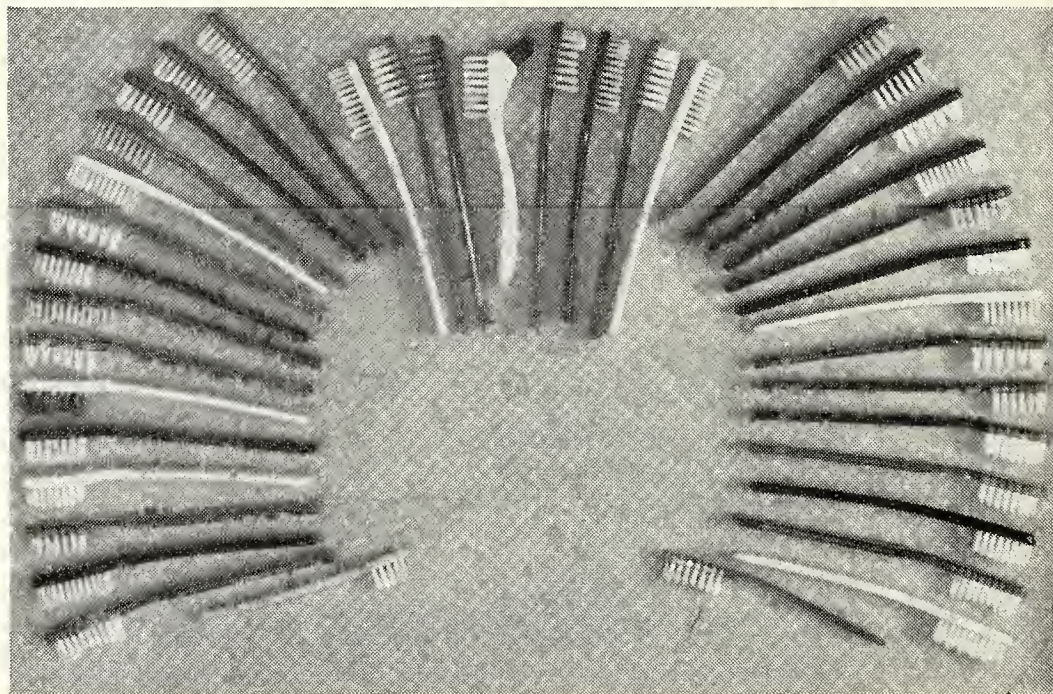
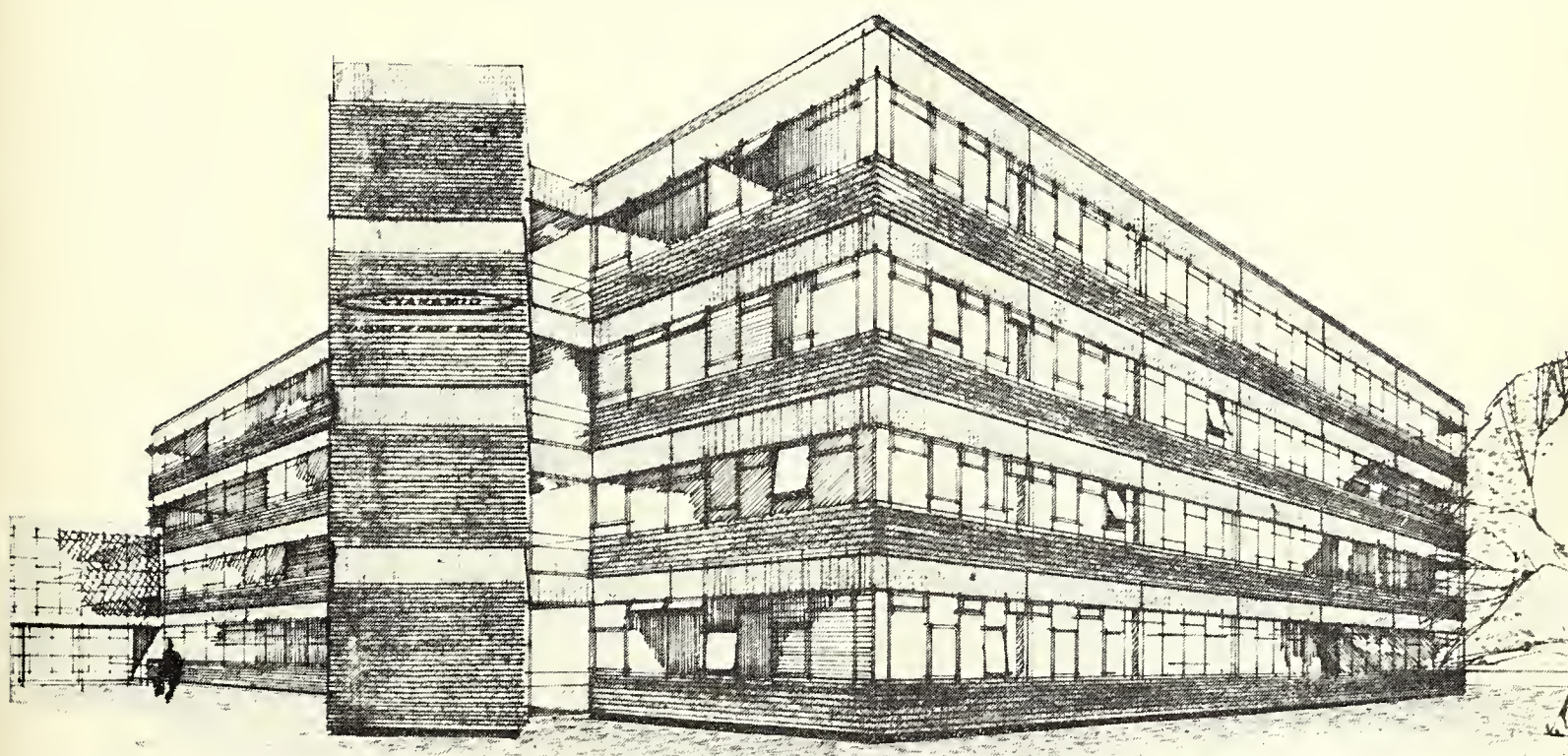


Illustration courtesy G. B. Kent & Sons Ltd.

A short address from Lederle Laboratories.

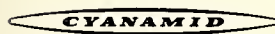
Fareham Road, Gosport, Hants PO13 0AS.
Tel: Fareham (03292) 6131.

This will be our new address as from July 31st 1972.



Lederle Laboratories.

Research for British Medicine.



Cyanamid of Great Britain Ltd.

PICOT

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medicated toilet soap
**DESTROYS SKIN BACTERIA THE REAL
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WEDDEL PHARMACEUTICALS LTD. 14 WEST SMITHFIELD LONDON EC1A 9HY

SPECIAL BONUS OFFER 12 TABLETS INVOICED AS 10—MINIMUM 4 DOZEN TABLETS — Open until OCT 31st 1972

Gross cost 48 tablets invoiced as 40 £2.504 Selling price £4.504 **YOUR PROFIT (80% on outlay) £2.000**

Please send me Dozen Derl Medicated Toilet Soaps and invoice direct/through*

CHEMIST'S NAME AND ADDRESS

WHOLESALE'S NAME AND ADDRESS

* DELETE WHERE APPLICABLE

Advertising feature was "error of judgement"

"They have sailed just about as close to the wind as they can" but it fell short of misconduct, said Sir Gordon Willmer giving a decision of the Statutory Committee, Pharmaceutical Society on July 25.

The case concerned P. Williams (Chemists) Ltd, 29 Victoria Street, Crewe. The superintendent director Mr John Williams and the manager of one of its shops Mr Barry Davies were before the committee following a one-and-a-half page advertising feature in a Cheshire weekly paper about the opening of a new walk-around self-service pharmacy by the company.

The chairman Sir Gordon Willmer, said "It really amounts to no more than an error of judgement. In those circumstances I don't think it would be proper for the Committee to take any disciplinary action against the company or the two pharmacists."

Mr Peter St John Howe, solicitor, said the one-and-a-half page feature article in the Nantwich Chronicle in September, 1971, was headed "Advertisement feature".

Heavy print

The title of the company, which included the word "Chemist" appeared in heavy print in the advertisement and twice in the editorial article associated with the advertisement. The title of the company also appeared in heavy print in 14 ancillary advertisements surrounding the feature.

The advertisement incorporated a sketch of the new shop front with the fascia wording "Dispensing Chemist" prominently featured. The advertisement also included in very heavy type the phrase "New Walk Round Chemist".

Mr Howe said the editorial included a reference to pharmacy implicit in the phrase "... its other businesses, three traditional chemists shops situated at strategic points in and around the town centre".

Mr Williams told the Committee he believed the article did not infringe the Society's Code because it did not advertise the dispensing or professional services of the shop. The whole of the feature and the advertisements from various manufacturers accompanying it, were directed at promoting the sundry goods sold in a pharmacy.

Mr John Shaw, representing the company and the two pharmacists, said the professional activity of pharmacists would not provide a living so trading in traditional goods associated with a chemists shop was a major part of a pharmacist's function. "There is nothing in the Code which prevents the advertising of these trading activities," he said.

Giving the decision of the Committee, Sir Gordon said that it had been a useful exercise to have the subject ventilated. As far as the pharmaceutical business was concerned the limits on advertising were very strictly laid down.

"But whether it is distasteful or not to the profession, there is no curb on the advertising of ancillary trading in such

matters as photographic goods or cosmetics and so forth," said Sir Gordon. "The point has been strongly emphasised before us that this very large scale advertisement does not in fact go beyond advertising the trading activities as opposed to the professional and pharmaceutical activities of Mr Williams and his company."

The Committee decided to take no further action in another case where a pharmacist had appeared before the committee in April, 1971, and the case was adjourned for 12 months. The case had to be further adjourned last May because of

a police report about an apparent deficiency in the drugs record.

Mr Howe told the Committee: "I am happy to tell you that further investigation shows there was an error in the books and not in the amounts received." The wholesalers had invoiced some pethidine which had not been received and the police were fully satisfied.

A case concerning Alderman Leslie Stuart Miller, High Street, Poole, who was convicted in March of offences under the Pharmacy and Poisons Act, 1933, was adjourned *sine die*. Mr Howe told the Committee, Alderman Miller had been removed from the Society's Register owing to the non-payment of fees. The Chairman said Alderman Miller would not be allowed to come back on the Register until this matter had been inquired into by the Committee.

Information for manufacturers

Beta-Quest agents

Boro' Labs are now agents for Beta-Quest multi-purpose disposable aprons.

Made in a soft opaque white plastics material, the aprons are sufficiently durable to withstand repeated re-use but are inexpensive enough to be discarded when badly soiled. They are available in three standard sizes at prices which allow really worthwhile savings when compared with the normal purchasing, laundering and repair costs of conventional aprons.

A unique easy-to-handle wall-mounted dispenser cuts storage space requirements by two-thirds and keeps the aprons in a hygienic condition until required.

Details and prices are available on request (Boro' Laboratories and Appliance Co Ltd, 1 Station Buildings, Catford, London SE6 4RB).

Disposable work hats

A soft white stretchable nonwoven fabric has been used by DRG Designs for their new disposable work hats. Printed in bold cerise or turquoise stripes, they are said to be light, comfortable and hygienic. Available in small/medium and medium/large sizes and packed in units of 100 x 10 to a transit carton.

These hats, which can be specially printed, are one of a range of convenience products from DRG Designs, Victoria House, Southampton Row, London, WC1.

Non-metallic strapping

Packers Supply Co Ltd, are now introducing a non-metallic strapping system complementary to their Agripta steel strapping system. Pakastrap, as it will be known, is a polypropylene strapping developed especially with characteristics appropriate for lightweight and soft packages and also applicable to certain types of palletised and unitised loads where reinforcement with flexibility is required.

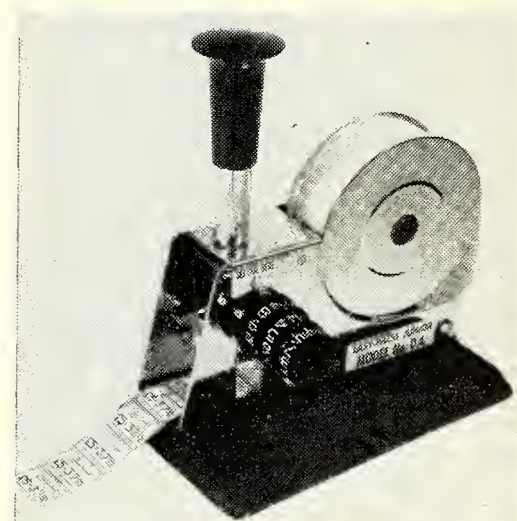
The Agripta NMC strapping tool for use with Pakastrap has been developed from one of the range of Agripta steel strapping tools. It combines a quick, simple method of tensioning with a sealing unit capable of effecting a strong, neat and secure sealed joint and also embodies an automatic cutter.

Further particulars may be obtained from Packers Supply Co Ltd, Agripta House, Burlington Road, New Malden, Surrey.

Carton with product visibility

John Waddington Ltd are seeking to extend the application of their recently launched carton with PVC panel, Compac, into further product fields, including cosmetics, toiletries and pharmaceuticals.

The costs of the pack are claimed to be up to 30 per cent less than a tray with vacuum formed acetate lid, the other main advantages being maximum visibility of the product, which enhances display impact and makes pilferage more difficult to disguise, relatively low overheads as the packs can be transported and stored flat, as well as greater durability than cartons with the familiar window patch. Further details from John Waddington Ltd, Wakefield Road, Leeds LS10 3TP.



The RS150 seven-digit price marker which is offered together with a supply of 10,000 self-adhesive labels for £19.95 when plain (unprinted) labels are supplied. The marker is claimed to be particularly suited to the needs of the retail pharmacist and is capable of producing as many as 150 labels per minute by simple hand operation. (Retail Systems International, Paderova House, Arkwright Road, South Croydon CR2 0LL)

MARKET NEWS

Dock strike bites into business

London, July 26: With merchants unable to get much of their produce out of the docks and also precluded from exporting for the same reason, the market was understandably quiet during most of the week. Some of the more expensive items were quoted inclusive of air freight which meant that anyone urgently needing supplies were having to pay the excess cost of air over sea freight.

With little business being transacted prices of most commodities were hardly tested. It was said that ginger and turmeric were dearer, but anyone trying to do business was unable to get firm acceptances. Brazilian menthol eased off its peak. Pepper was being quoted ex Hamburg inclusive of air freight. New prices were established for belladonna. Cascara was nominal in both positions while colocynth pulp went up by £100 metric ton. Sarsaparilla was dearer by £134 ton.

Tinnevelly senna shipments from Tuticorin during June included:

	UK Tons	US Tons	Europe Tons
Senna leaves..	19	—	101
Pods ..	1	—	48

In essential oil bois de rose was offered on the spot after an absence of several weeks; there were still no forward offers. Dearer was Madagascar clove leaf and lemongrass.

Pharmaceutical chemicals

Adrenaline: (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

Aloin: 50-kg lots £9 kg.

Aminacrine hydrochloride: £33.50 kg.

Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88.20.

Aspirin: 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

Bemegride: BPC £16 kg.

Benzamine lactate: 500-kg lots, £51.15 kg.

Benzocaine: 50-kg lots £1.48 kg.

Bismuth salts: £ per kg.

	12½-kg	50-kg	250-kg
carbonate	4.68	4.50	4.45
salicylate	4.00	3.50	—
subgallate	4.30	4.10	—
subnitrate	4.25	4.05	4.00

Bromides: Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

*Powder plus £0.02.

Borax: BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.

Brucine: sulphate £20 kg.

Caffeine: (50-kg) Anhydrous and hydrate £1.78 kg. **Calamine:** BP grade £291 metric ton for 250-kg lots.

Cantharadin: £75 per 100 g.

Chlorophenesin: 50-kg lots £3.62½ kg.

Cortisone: acetate £0.25 per g.

Dienoestrol: 50-kilo lots £0.07 per g.

Ferrous fumarate: £0.50 kg for 50-kg lots.

Ferrous gluconate: £628 metric ton in 50-kg lots.

Ferrous phosphate: In kegs £0.46 kg.

Neomycin sulphate: BP 5-g £27.50 g.

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

Penicillin: Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.

Phthalylsulphathiazole: 50-kg lots £1.60.

Physostigmine: 100-g lots salicylate £0.69 per g; sulphate £0.88g.

Pilocarpine: 1-kg lots hydrochloride £102; nitrate £95.

Piperazine: Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½. **Potassium bitartrate:** (metric ton) 50-kg lots £399; 250-kg £391; 1-ton £381.

Potassium citrate: £353 per metric ton.

Potassium permanganate: BP £0.22½ kg technical £0.21½.

Crude drugs

Aconite: Spot £1,080 metric ton; £1,040 cif.

Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.

Aloes: (metric ton) Cape primes £270 spot; £240 cif. Curacao £780 spot; £730, cif.

Balsams: (lb) Canada: £2.05 spot; shipment £1.95 cif. **Copaiba:** BPC £1.25, Para £0.40. **Peru:** £1.10 £1, cif. **Tolu:** BP £0.70.

Belladonna: Leaves £300 metric ton spot, herb £250 and root £225. Shipment not offering.

Benzoin: BPC £0.75 kg spot; £0.66, cif.

Buchu: Spot £1 per lb; shipment £0.95, cif.

Camphor: BP natural powder £0.85 kg spot; £0.83, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.

Cascara: Spot £430 metric ton; nominal shipment no offers.

Cassia: Lignea, whole £620 metric ton cif.

Chamomile: Hungarian £0.45; lb.

Cherry bark: Nominal spot and shipment.

Chillies: Zanzibar £575 ton spot.

Cinnamon: Seychelles bark £275 ton, cif. Ceylon quills four O's £604.80, quillings £313.60.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.85 kg spot; £6.75, cif. Peruvian silver grey £5.10.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot £750 metric ton.

Dandelion: Root £410 metric ton spot; £385, cif.

Ergot: Spot £3.10 kg.

Gentian: Root £400 metric ton spot; £390, cif.

Ginger: (ton) Cochin £240, cif. Jamaican No. 3 £1,050 spot; £840, cif. Nigerian split £210 spot, £192.50 cif; peeled £310 spot; £285, cif. Sierra Leone, no offers.

Gums: **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £24 cwt spot. **Tragacanth:** (cwt) No. 1 spot £250, No. 2 £220.

Henbane: Niger spot £430 metric ton; £420, cif.

Honey: (ton) Australian light amber £263, medium £251. Canadian not available. Mexican £246. Chinese light amber £238.

Hydrastis: £2 lb spot; no shipment offers.

Jalap: Mexican tubers £2 kg spot; £1.95, cif.

Kola nuts: West African halves £85 metric ton spot; shipment £78, cif.

Ipecacuanha: (per lb) Matto Grosso £2.50 spot; £2.40, cif. Costa Rican £2.25 spot; £2, cif.

Lanolin: Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.

Lemon peel: Spot £250 metric ton; £230, cif.

Liquorice root: (metric ton) Chinese £110. Russian £115. Spray-dried powder £396, delivered. Block juice £431.50.

Lobelia: American herb £785 metric ton spot; £760, cif.

Lycopodium: Indian £2.00 lb spot; £1.75, cif.

Mace: Grenada £0.35 lb. fob.

Menthol: (kg) Chinese spot £6.30, shipment £6.50, cif. Brazilian spot £3.80, affloat £2.50; £3.70, cif; August-September, to £3.60, cif.

Nutmeg: (Per ton, cif). Grenada: 80's £570; sound unassorted £490, defectives £375, all cif.

Nux vomica: Shipment £100 metric ton, cif.

Pepper: (ton) Sarawak black £380 spot; £340.50 cif; white £560; £492.50, cif.

Podophyllum: Emodi £360 metric ton cif.

Quillaia: £470 metric ton nominal.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £82-kg.

Sarsaparilla: Spot £0.63 lb.

Seeds: (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £300; shipment £260, cif. **Coriander:** Moroccan £80, cif. **Cumin:** Indian £300, cif. Chinese £235, cif. **Dill:** Indian, for shipment £120, cif. **Fennel:** Chinese £130 (metric ton), cif; Indian nominal. **Fenugreek:** Moroccan £69 long ton, cif. **Mustard** £60-£120 spot.

Senega: Canadian £1.75 lb spot and cif.

Senna: (lb) Tinnevelly No. 3 faq leaves £0.06½; pods, hand-picked £0.11; manufacturing £0.08½; Alexandria h/p £0.52 ex wharf; manufacturing £0.26 nominal.

Squill: White spot £300 metric ton; £260, cif.

Styrax: £1.12½ lb spot; £1.10, cif.

Turmeric: Madras finger £200 ton; £172.50, cif.

Tonquin beans: Para £0.37 lb spot; £0.32, cif.

Valerian: (metric ton) Continental £280; £275 cif; Indian £270 spot; £265, cif.

Waxes: (ton) **Bees'** Dar-es-Salaam, spot nominal; £610, cif; **Candelilla** and **Carnauba** both nominal.

Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential and expressed oils

Almond: Drum lots £0.60 kg.

Amber: Rectified spot £0.33 kg.

Anise: Chinese £1.45 kg spot; £1.40, cif.

Bay: £5.95 spot, shipment £6.50, cif.

Bergamot: £9.35-£14 kg as to grade.

Birch tar: Rectified £2.35 kg.

Bois de rose: £2.70 spot; no cif offers.

Buchu: English distilled £210 kg.

Cade: Spanish £0.45 kg.

Cajuput: £1.20 kg on spot.

Camphor white: Spot £0.38 nominal; £0.35 kg, cif.

Cananga: Java £5 kg, cif.

Caraway: Dutch £7.50 kg; English £21.50 kg.

Cardamom: English distilled £50 kg; Indian £48.50.

Cassia: Chinese 90 per cent, £2.20 kg, 85 per cent £2.05; both spot.

Celery: English £26 kg; Indian £19.

Cinnamon: Ceylon leaf £1.45 spot, £1.38 cif, Seychelles leaf rectified £3, cif. Bark, BP £2.20 English distilled bark £88.

Citronella: Ceylon spot £1.05 kg; £0.95, cif. Chinese £1.05 spot; £0.99, cif.

Clove: Madagascar leaf £1.20 kg; £1.15, cif. English distilled bud £17.60. Stem oil £5.50 kg, cif.

Cod-liver: BP in 45-gal lots £28.80 naked.

Coriander: £8.80 kg spot.

Cubeb: English, £13.50 kg.

Dill: £5.70 kg spot.

Eucalyptus: Chinese 80-85 per cent £0.62 kg in bond; shipment £0.68, cif.

Fennel: Spanish sweet £2.09 kg.

Geranium: (kg) Bourbon £16.25; Congo £14.

Ginger: English distilled £40 kg; Indian £16.50.

Juniper: Berry £3.08 kg; wood £0.55.

Lavandin: £2.76 kg spot.

Lavender: French from £4.40 kg.

Lavender spike: In 1-metric ton lots £3 kg.

Lemongrass: £2.05 kg spot; £1.80, cif.

Lemon: Sicilian £3.56 kg as to quality.

Lime: West Indian £7.70 kg spot; £7.15, cif.

Mandarin: £5 kg.

Nutmeg: East Indian £4.95 kg. English distilled from West Indian £12, from E Indian £13.15.

Olive: £344-£347 metric ton, fob, Spain; spot £395-£405 long ton, duty paid ex wharf.

Orange: Sweet £0.54 kg spot; bitter from £3.15.

Palmarosa: £7.50 kg spot, £7, cif.

Patchouli: Spot £4.80 to £6 kg.

Pennyroyal: £2 kg, new crop.

Pepper: English distilled ex black £32.50 kg.

Peppermint: (per kg) Arvensis Chinese, spot unobtainable; Oct-Nov £2.60, cif. Brazilian £1.60 spot; £1.55, cif. American Piperata from £1.60.

Petitgrain: Spot £3.55 kg; shipment £3.60, cif.

Pimento: Berry £4.90 kg; leaf £4.25.

Pine: (kg) Abietis £3.75, pumillonis £6; sylvestris £1.62.

Rosemary: Spanish £1.90 kg, scarce.

Sage: Spanish nominally £4 kg spot.

Sandalwood: Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

Spearmint: American from £5.30 kg, cif; Chinese spot nominal; shipment £4, cif.

Thyme: Red £3.50 kg; white £4.

COMING EVENTS

Sunday July 30

Doncaster Branch, Pharmaceutical Society. Rugby Union Football Club Ground, Selby. 2.30pm. Cricket match RUFC XI and a Branch XI.

Courses and conferences

South-east Region, Pharmaceutical Society and Brighton Polytechnic. Refresher course on "Progress in biopharmacy with special reference to cardiovascular drugs", September 18-20. Details from course organiser, P. S. Cowley, Department of Pharmacy, Brighton Polytechnic, Lewes Road, Brighton BN2 4GJ. Places Limited.

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NEWPORT AND EAST MONMOUTHSHIRE
HOSPITAL MANAGEMENT COMMITTEE

SENIOR PHARMACIST

Required at this General Hospital. Salary: £1,689-£2,100.

Please apply, quoting two referees to the Group
Secretary, 64 Cardiff Road, Newport, Monmouthshire.

PHARMACISTS,

Walton Hospital, Rice Lane,
Liverpool, L9 1AE

Applications are invited for posts of basic grade Pharmacists to work in a modern department serving this busy acute hospital of 955 beds with a large out-patient and Accident and Emergency commitment. Those appointed will be required to assist in the introduction of a new ward drug administration scheme. This post offers an excellent opportunity to those with an interest in a career in the hospital service. Salary £1,545 p.a. to £1,941 p.a.

Applications stating age, qualifications, experience and the names and addresses of two referees, preferably present and previous employers, should be forwarded to the Hospital Secretary as soon as possible.

High Wycombe & District HMC
WYCOMBE GENERAL HOSPITAL,
HIGH WYCOMBE, BUCKS

PHARMACY TECHNICIAN required for modern pharmacy. Good working conditions and opportunity to gain wide experience in a busy general hospital. Applicants must possess recognised pharmacy certification. Salary within scale £954-£1,320 per annum.

Further details from Group Chief Pharmacist, High Wycombe 26161, Ext. 250.

HERTFORD COUNTY HOSPITAL
North Road, Hertford, Herts.

SENIOR PHARMACIST (Cat. III)

Applications invited for above full-time post. Department responsible for purchase and issue of drugs, dressings, surgical instruments, etc., for above and two smaller hospitals. Whitley Council Salary and Conditions.

Applications, giving details of age, qualifications and experience, with names of two referees, to Hospital Secretary.

HAMMERSMITH HOSPITAL and Royal Postgraduate Medical School, Du Cane Road, London W12 0HS. LOCUM PHARMACIST required as soon as possible for several weeks. Salary £38.90 per week. Apply Chief Pharmacist—01-743 2030, ext. 37.

The St. Birinus Group Hospital
Management Committee

CHIEF PHARMACIST

(Category I)

Applications are invited for the above post in this Group of Psychiatric Hospitals. Previous hospital experience desirable but not essential. Salary scale £1,758-£2,253. House available if required.

Further particulars available from the Group Pharmacist (Mr. J. R. Holmes), and application forms obtainable from the Group Secretary, Fair Mile Hospital, Wallingford, Berkshire, to whom they should be returned as soon as possible.

High Wycombe & District HMC

AMERSHAM GENERAL HOSPITAL,
AMERSHAM, BUCKS

PHARMACY TECHNICIAN required full-time. Salary £954 to £1,320 according to age and experience. Applications with names of two referees are invited from persons holding the Certificate of Apothecaries or equivalent certificate to Hospital Secretary. Enquiries to Chief Pharmacist, Amersham 4411, Ext. 1.

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NORTH LONDON SUBURB. Old-established Pharmacy for sale due to retirement. In same family over 70 years. Unopposed. Scope for development in high class residential area. Turnover approx £16,000 per annum. Sale to include freehold property, goodwill, fixtures and fittings and stock at valuation. Box No. 1984.

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NOTTINGHAMSHIRE COUNTY COUNCIL

Tenders are invited for the supply of the following goods and articles to various premises within the County for a period of seventeen months commencing 1st November, 1972:—

Medical and Sundry Supplies
Surgical Appliances and Instruments

Nursing Equipment and Appliances, including Commodes and Wheelchairs

Rubber Articles

Surgical Dressings and Plasters, etc.

Maternity Outfits and Pads

Dental Consumable stores and Instruments

Vaccines.

Further particulars and forms of tender and conditions of contract may be obtained from the County Medical Officer, County Hall, West Bridgford, Nottingham, NG2 7OP. Completed tenders in the envelopes to be supplied should be received not later than 10.0 a.m. on Friday, 1st September, 1972.

A. R. DAVIS
Clerk of the County Council
County Hall,
West Bridgford,
Nottingham, NG2 7OP.

Wanted

URGENTLY REQUIRED, all items connected with old-fashioned Pharmacies.—Runs of drug drawers, shop rounds, jars, etc.—Telephone Ashstead (Surrey) 72319 or write Robin Wheeler, 'Maplehurst', Park Lane, Ashstead, Surrey.

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NCR 32D	£6-46	£10-86
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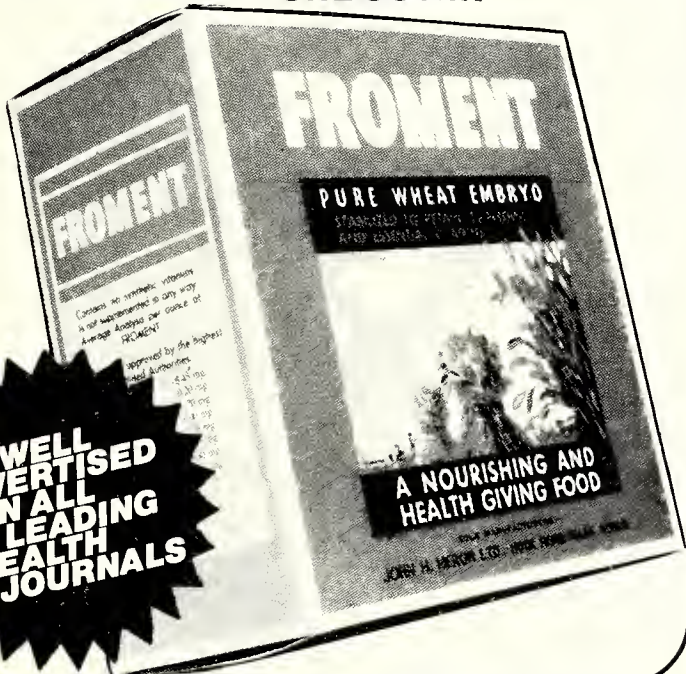
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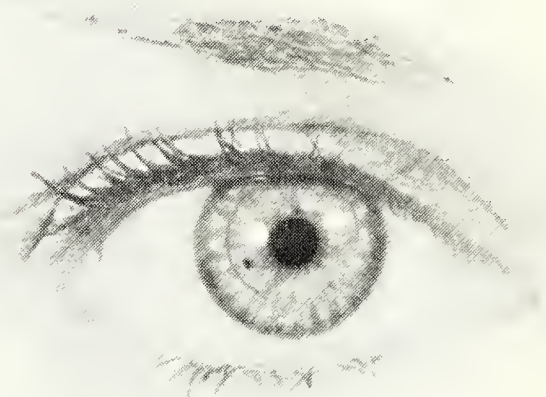
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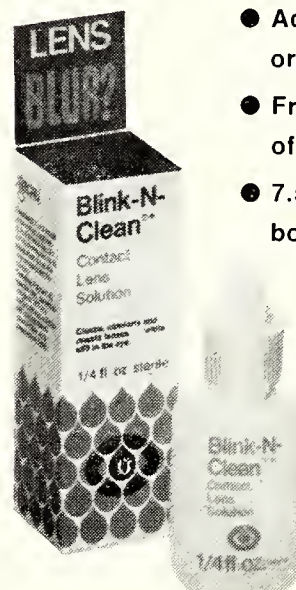
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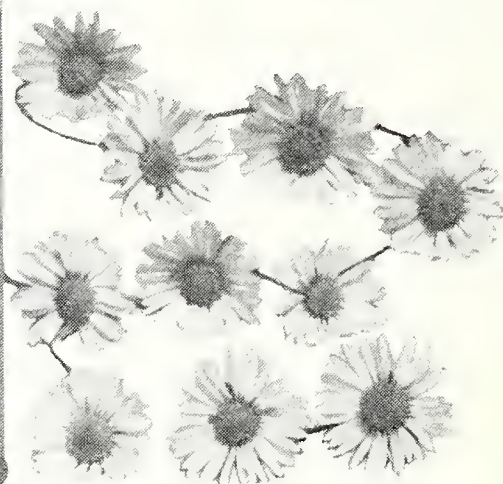
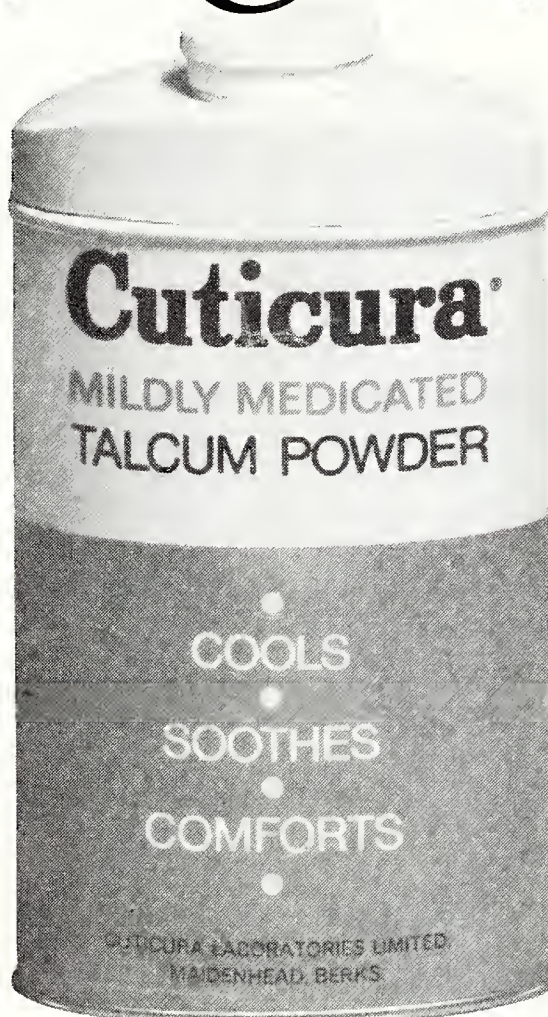
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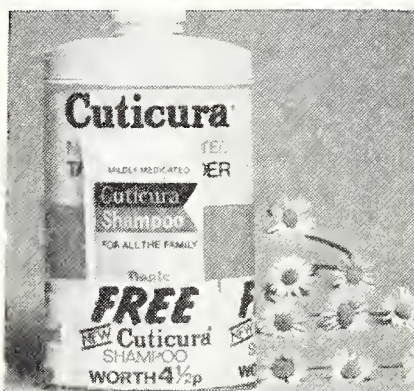


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